Al Rajhi Bank Investor Presentation

FY 2021 Results



FY 2021 Investor Presentation

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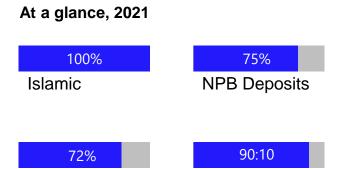


The World's Leading Islamic Bank

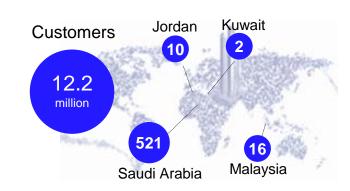


Al Rajhi Bank | Islamic Banking, Everywhere

Digital:Manual



Presence & Branches, 2021

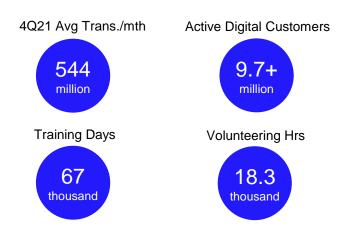




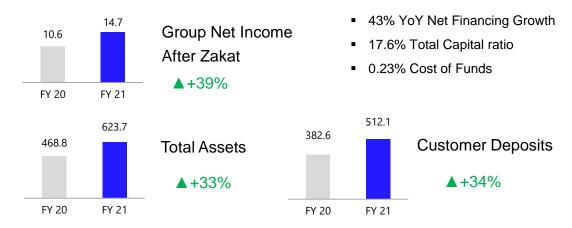
Largest network in Saudi Arabia

2021 Strategic Highlights

NPS



2021 Financial Highlights





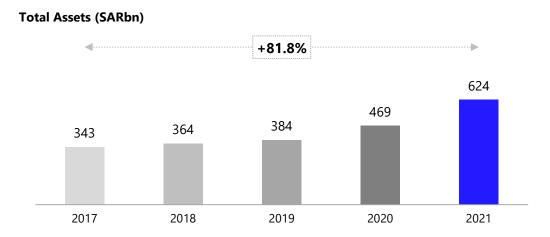
Top 10 Facts About Al Rajhi Bank

- Largest Islamic Bank worldwide (by Assets & Market Cap)
- #1 Retail Bank in Middle East (Retail Deposits & Income)
- One of the highest NPB deposit ratios (75% Non-profit bearing deposits)
- Bank capitalisation among the highest in GCC (17.6% Total Capital ratio)
- #1 NPS in KSA (72% as on 2021)

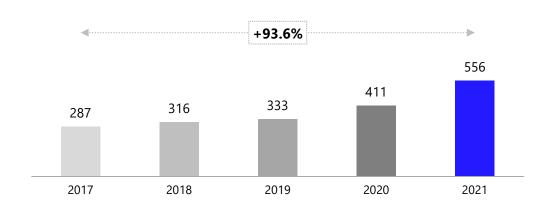
- #1 Bank in KSA (by number of customers)
- #1 Distribution network in Middle East (by # of Branches, POS, ATMs, Remittance Centres)
- #1 Banking transactions in KSA (544mn per month, average)
- #1 Bank for remittances in Middle East (by payment value)
- #1 Bank brand in KSA (Brand Power Score)



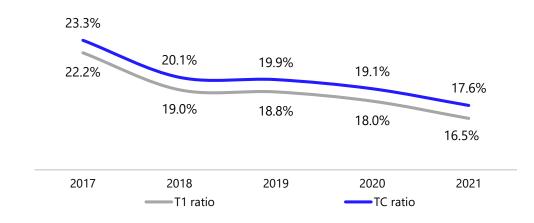
The World's Leading Islamic Bank | Robust balance sheet with 75% non-profit bearing deposits as of 4Q 2021



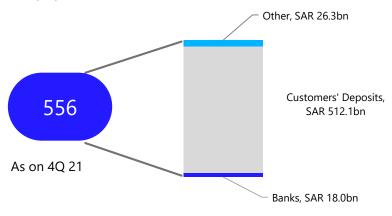
Total Liabilities (SARbn)



Capital Ratios (%)



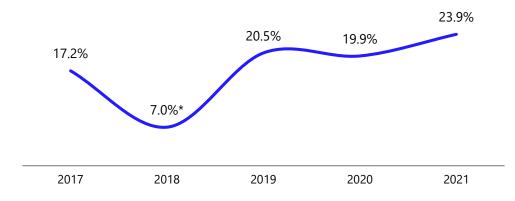
Total Liabilities Mix By Type (SARbn)





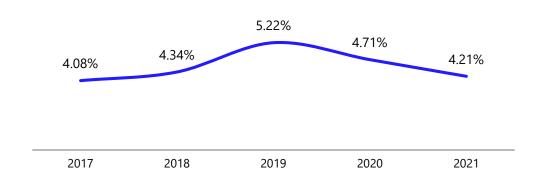
The World's Leading Islamic Bank | Outstanding foundation and strong returns



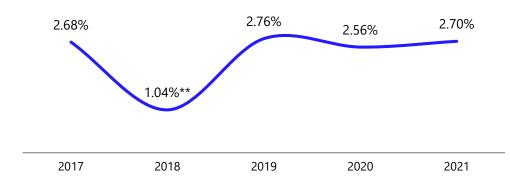


^{*} As a result of Zakat Settlement – ROE before Zakat is 19.8%

Net Profit Margin (%)

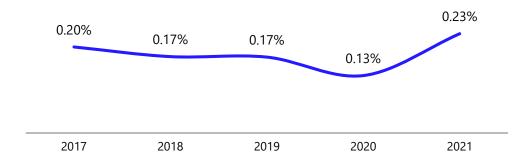


ROA (%)



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

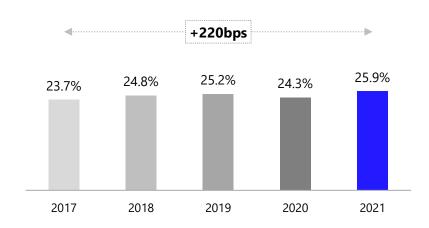
Cost of Funds (%)





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

Market Share - Demand Deposits



12.2
Million
Active Customers

24.2%

16.4% 17.3% 17.3% 19.4%

2017 2018 2019 2020 2021

Market Share - Deposits

#2 in Saudi Arabia

#1 in Saudi Arabia

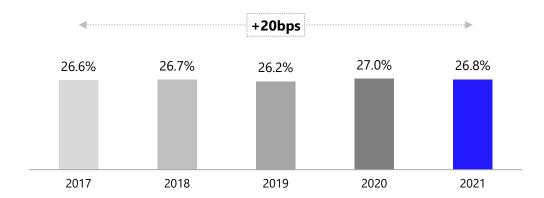
#2 in Saudi Arabia



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

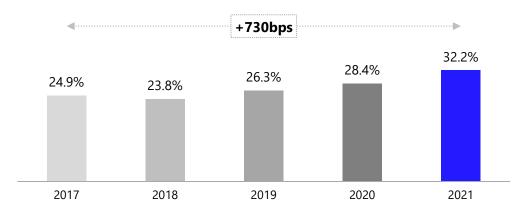
#1 in Branches

Market Share - Branches



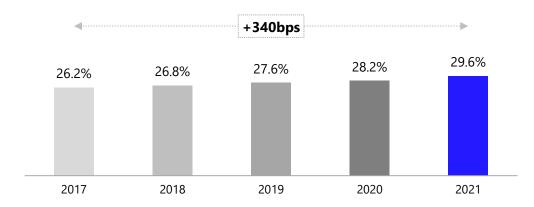
#1 in POS

Market Share - POS (Terminals)



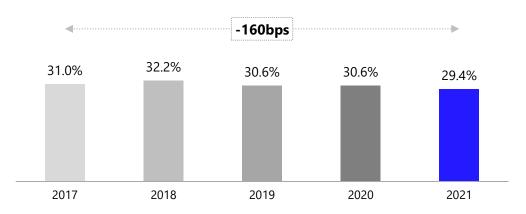
#1 in ATMs

Market Share - ATMs



#1 Remittance Centres

Market Share - Remittance Centers

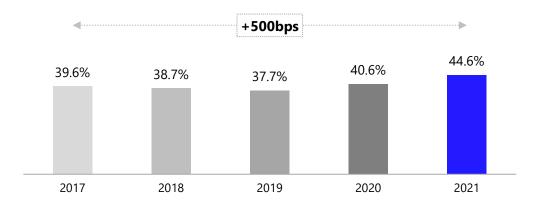




Al Rajhi Bank has a unique franchise | We maintain a leading market share across key products

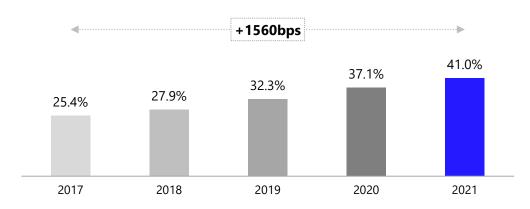
#1 in Personal Loans

Market Share - Personal Loans



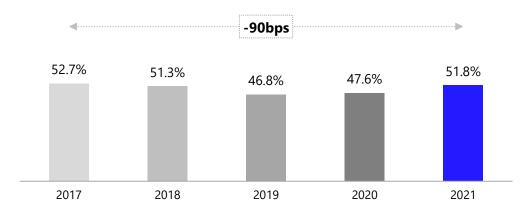
#1 in Mortgages

Market Share - Mortgages Loans



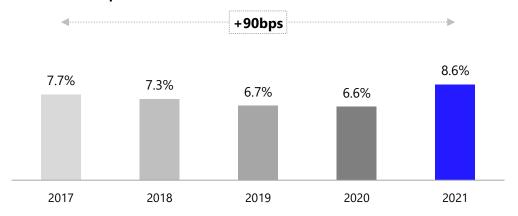
#1 in Auto Loans

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)



	31 Dec 2021
Key Metrics	
Closing Price	SAR 141.8
Market Cap	SAR 354.5 bn
Market Cap / % Industry	34.7%
Market Cap / % Tadawul	3.6%
Shares outstanding	2.500 bn
90D Volatility	24.42
Price / Earnings	24.03 x
Price / Book	5.27 x
Dividend Yield (TTM)	1.69%
Sources: Bloomberg; Tadawul; RAJHI F	Financials
Ratings	
Moody's	A1
S&P	BBB+
Fitch	A-

ESG Highlights | FY 2021

			91 kidney transplants through Shifaa platform	ISO/DIS 37301:2020 Compliance	
	Started using solar energy system in 5 branches to reduce utilities consumption	SAR 32mn Donation in 2021	9 batches of Graduate Development Program since 2015	ISO 22301:2019 Business Continuity Management	101 women-owned suppliers engaged
SAR 624bn Total Assets	Over USD1bn of financing renewable energy projects	SAR 1,699 mln Zakat paid	3,663 Employees volunteered in social programs	1,209 Sharia Board Resolutions	69% growth in female employees since 2015
SAR 14.7bn Net Profit after Zakat	ISO Green Certification for the head office building	SAR 3.1bn in salaries and benefits paid	18,300+ of volunteering hours Clocked	137 Policies & Frameworks	17% of female employees
0% Financing exposure in Tobacco, Alcohol & Gambling	90:10 Digital to Manual Ratio	SAR 15.8bn in financing for SMEs	89,800+ total training days	4 out of 11 Independent Board Directors	93% growth in female customers since 2015
Financial Sustainability	Environmental	Social		Governance	Gender Diversity



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)

13

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)



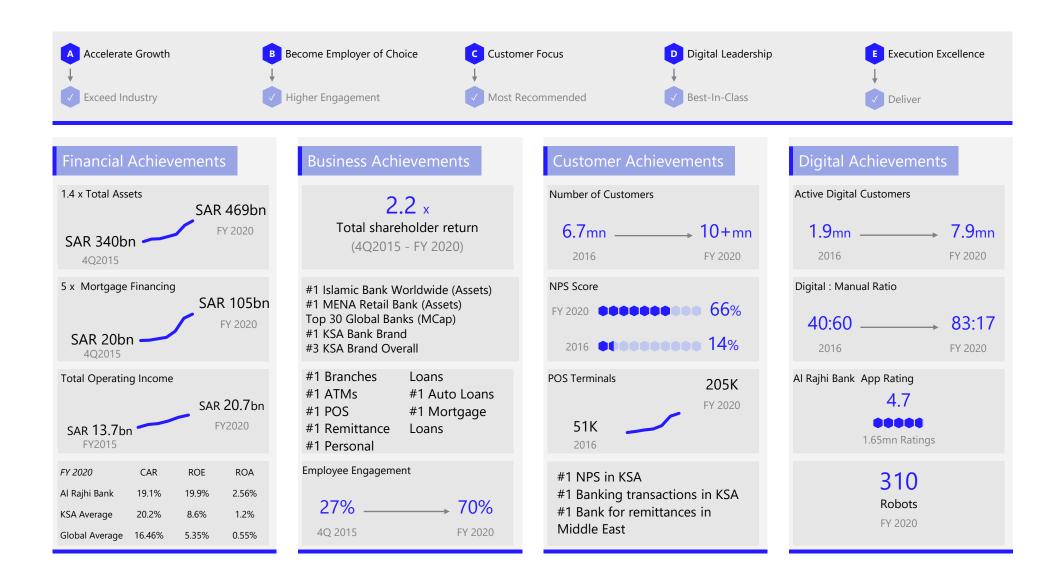
Best Investor Relations Program (2020) –
 Saudi Capital Markets Awards (2020)



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

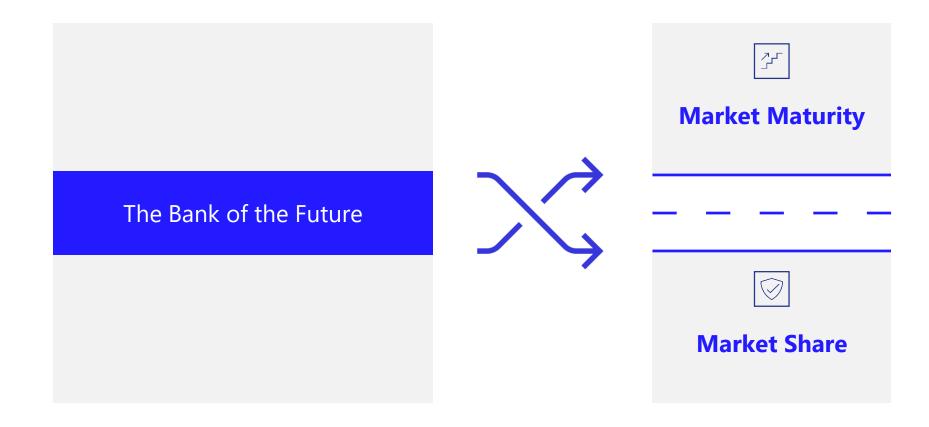




Where are **future opportunities** for growth?



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

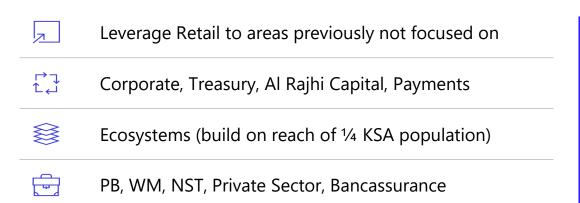


Market Maturity



A growing addressable market





Defend & Grow Market Share



We are building the "Bank of the Future"

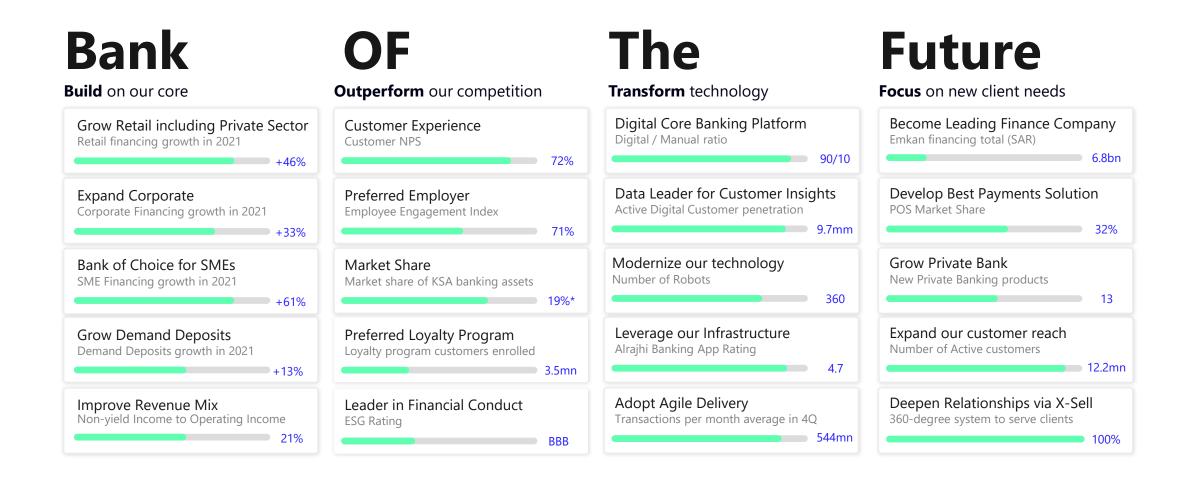


We are building the "Bank of the Future" | Strategy 2021 – 2023

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

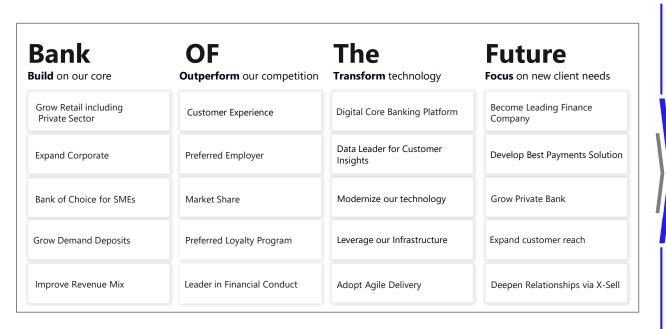


In strong position to deliver the "Bank of the Future" | Good progress made on strategy implementation





On track to build the "Bank of the Future" | Ejada acquisition will help to accelerate our strategic initiatives



The banking model is evolving:

- Technology in banks has evolved from being a function to a fundamental part of the organization
- Continuous deployment and upgrade to digital capabilities is required to support future growth in highly competitive market
- Banks are becoming technology companies around which an ecosystem is established



- Ejada is a leading IT services provider in Saudi Arabia and the MENA region
- Ejada will help the group to continue delivering a superior customer experience, driving scale and efficiency gains and improving agility and time to market
- Ejada will be an integral part of our strategy to create a financial ecosystem that provides innovative and smart financial solutions to address changing customer needs



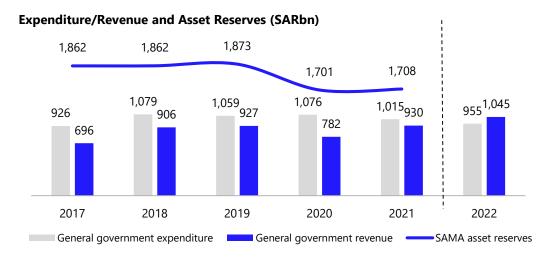
KSA's Macro-Economic Environment



KSA Economic Outlook | Improved economic outlook compared to 2021

Highlights

- GDP grew by 3.3% in 2021 driven by recovery in economic activities and supported by oil prices. IMF forecasts Saudi Arabia's economy to expand by 4.8 percent in 2022
- MoF forecasted a budget surplus of 2.5% of GDP in 2022, the first since oil prices crashed in 2014, driven by oil prices recovery and rising crude production, as well as improved outlook for economic activities
- Average inflation estimated to be 3.3% in 2021 and expected to normalize in 2022 to 1.3% as the impact of VAT increase fades



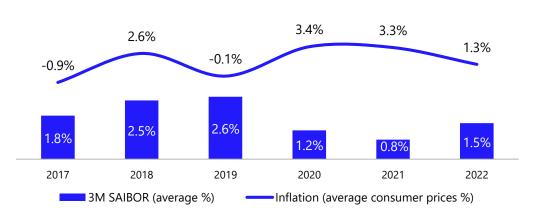
Source: MoF, SAMA

GDP Growth/Brent Oil Price



Source: IMF, U.S. Energy Information

3M SAIBOR / Inflation



Source: SAMA, IMF, MoF

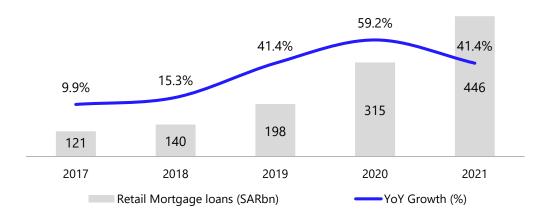


Banking Sector Highlights | Growth in mortgage lending continues to drive credit growth

Recent Developments

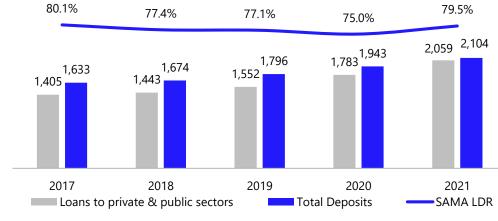
- Strong loan growth was recorded in 2021 supported by mortgages with healthy LDR well below the regulatory minimum
- Consumer spending recovered with continuous migration to cashless payment methods
- Deferral Payment Program extended for additional three months till March 31, 2022 for MSME that are still affected by Covid-19

Retail Mortgage (SARbn)



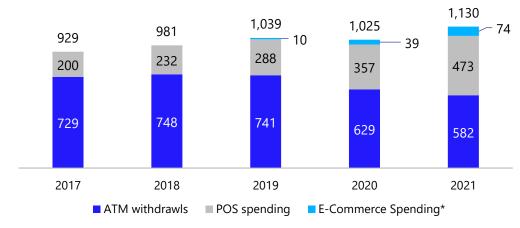
Source: SAMA

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



Source: SAMA

POS/ATM & E-Commerce (SARbn)



Source: SAMA * E-Commerce started in 2019



FY 2021 Financial Highlights



ARB delivered excellent results in 2021 | Results are in line with or ahead of expectations

	43.4% Growth in financing driven by mortgages	35.5% Growth in liabilities	Healthy LDR		
Strong 33% YoY Balance Sheet Growth	Net Financing 315.7bn +43.4% 452.8bn FY 20 FY 21	Total Liabilities 410.7bn +35.5% 556.4bn FY 20 FY 21	Loan to Deposit Ratio 79% 82% FY 20 FY 21		
	20.6% Net yield income growth, impacted by slightly lower NPM	39.8% Non yield income growth	24.1% Operating income growth		
Solid 39% net income growth YoY	Net Yield income 16,913mn +20.6% 20,392mn FY 20 FY 21	Non Yield Income 3,808mn +39.8% 5,324mn FY 20 FY 21	Operating Income 20,721mn +24.1% 25,716mn FY 20 FY 21		
Stable credit quality	15 bps COR reduction	11 bps improvement in NPL ratio from strong loan growth	NPL coverage remained strong and stable		
	Cost of risk	NPL 0.76% 0.65%	NPL Coverage 306%		
	FY 20 FY 21	FY 20 FY 21	FY 20 FY 21		
	FY 20 FY 21 5.6 ppt better operating efficiency	FY 20 FY 21 Capital position above regulatory minima	FY 20 FY 21 Lower NPM		

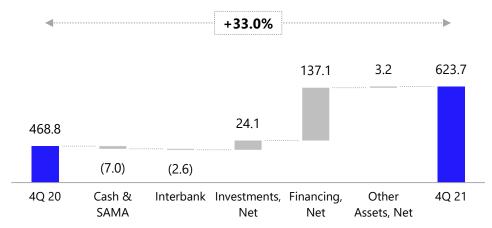


Balance Sheet Trends (1) | Strong 33% YoY balance sheet growth driven by Financing and Investments

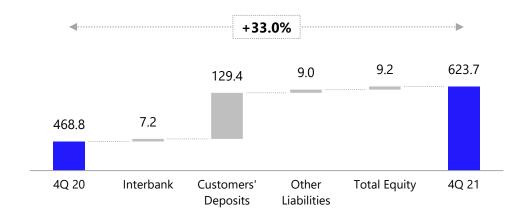


SAR (mn)	4Q 21	3Q 21	QoQ	4Q 2020	YoY
Cash & balances with SAMA	40,363	34,420	+17%	47,363	-15%
Due from banks & other FI	26,065	27,518	-5%	28,655	-9%
Investments, net	84,433	82,048	+3%	60,285	+40%
Financing, net	452,831	420,954	+8%	315,712	+43%
Other assets, net	19,979	17,745	+13%	16,810	+19%
Total assets	623,672	582,684	+7%	468,825	+33%
Due to banks & other FI	17,952	14,733	+22%	10,764	+67%
Customers' deposits	512,072	478,331	+7%	382,631	+34%
Other liabilities	26,339	25,984	+1%	17,311	+52%
Total liabilities	556,363	519,048	+7%	410,706	+35%
Total shareholders' equity	67,309	63,637	+6%	58,119	+16%

Movement in Assets (SARbn)

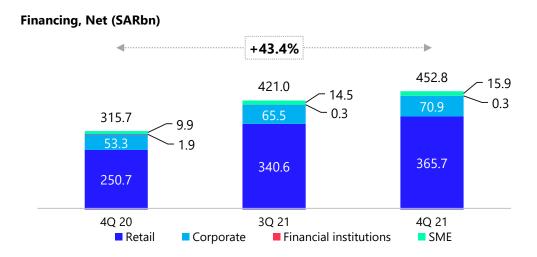


Movement in Funding (SARbn)



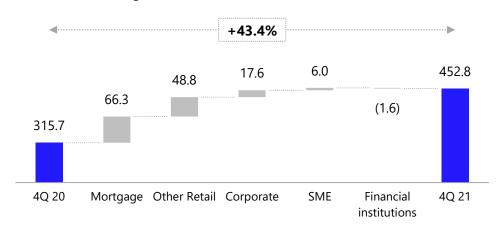


Balance Sheet Trends (2) | Financing growth driven by all lines of business



Financing, Net Mix By Segment Retail Financing Mix By Segment (SARbn) (SARbn) Corporate Auto Loans SAR 71bn SME SAR 17bn 16% SAR 16bn Credit Cards Mortgage SAR 4bn Financial SAR 171bn 1% Institutions 46% SAR 0.3bn 0% Retail Personal SAR 366bn SAR 180bn 81% 49%

Movement in Financing (SARbn)



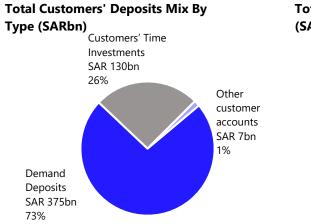
Mortgage Financing (SARbn)

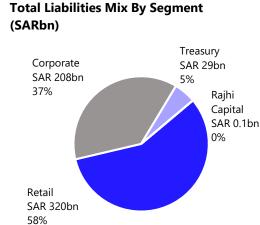




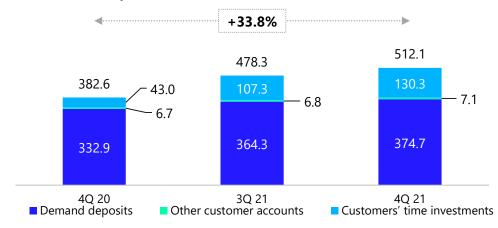
Balance Sheet Trends (3) | Balance sheet growth funded by NPB deposits



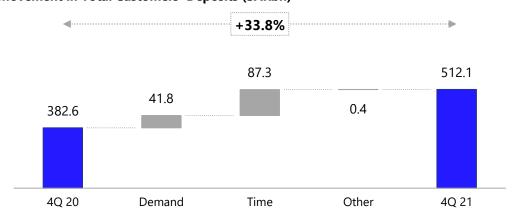




Total Customers' Deposits (SARbn)



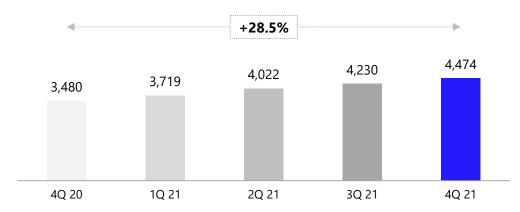
Movement in Total Customers' Deposits (SARbn)



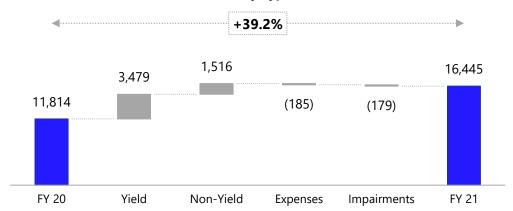


Net Income Trends | Solid net profit growth of 39% YoY

Net Income For The Period Before Zakat (SARmn)

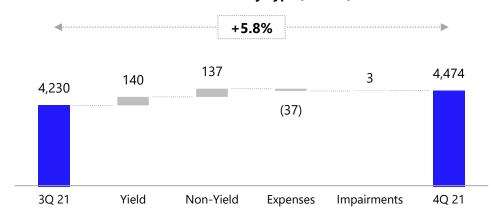


Net Income Before Zakat Growth Drivers By Type (SARmn)



SAR (mn)	FY 21	FY 20	YoY	4Q 21	4Q 20	YoY
Net financing & investment income	20,392	16,913	+21%	5,355	4,638	+15%
Fee from banking services, net	3,933	2,660	+48%	1,114	864	+29%
Exchange Income, net	788	784	+1%	218	210	+4%
Other operating income, net	603	365	+65%	168	82	+104%
Fees and other income	5,324	3,808	+40%	1,500	1,155	+30%
Total operating income	25,716	20,721	+24%	6,855	5,794	+18%
Operating expenses	-6,927	-6,742	+3%	-1,791	-1,763	+2%
Pre-provision profit	18,790	13,979	+34%	5,064	4,030	+26 %
Total impairment charge	-2,345	-2,166	+8%	-590	-550	+7%
Net income for the period before Zakat	16,445	11,814	+39%	4,474	3,480	+29%
Zakat	-1,699	-1,218	+39%	-461	-359	+29%
Net income for the period after Zakat	14,746	10,596	+39%	4,012	3,121	+29%

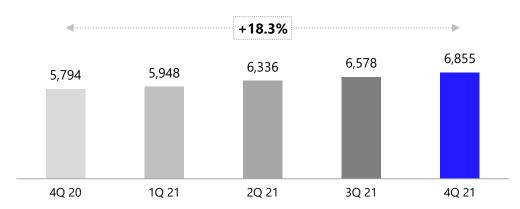
Net Income Before Zakat Growth Drivers By Type (SARmn)



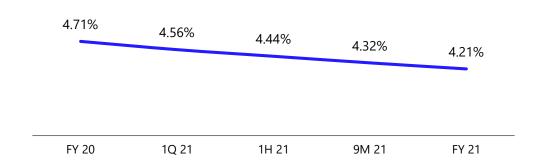


Operating Income Trends | Strong income growth reflecting successful strategy execution

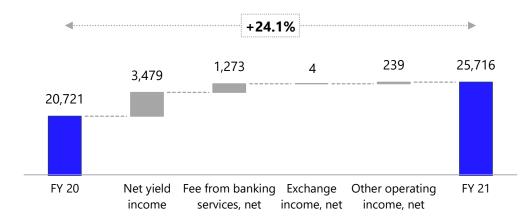
Total Operating Income (SARmn)



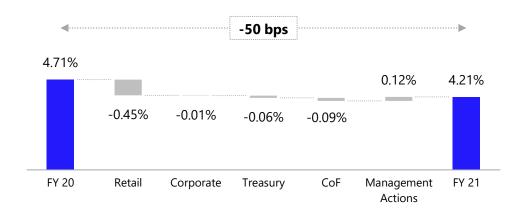
Net Profit Margin (%)



Total Operating Income Growth Drivers By Type (SARmn)



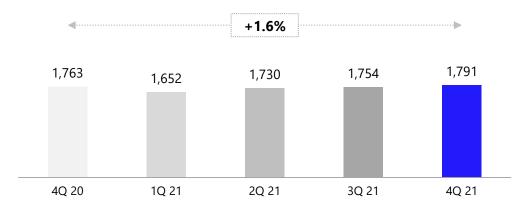
NPM Drivers (%)



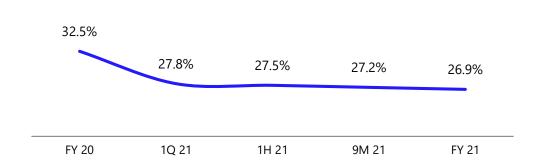


Expenses Trends | Cost efficiencies resulted in higher positive jaws

Operating Expenses (SARmn)



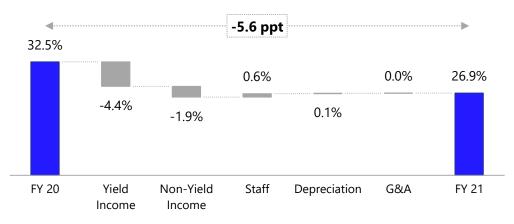
Cost To Income Ratio (%)



Operating Expenses Growth Drivers By Type (SARmn)



Cost to Income Ratio Drivers (%)



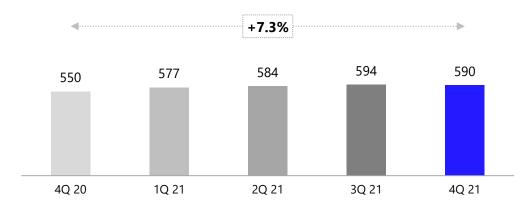


Asset Quality Trends (1) | Asset quality remains healthy and NPL coverage remains strong and stable

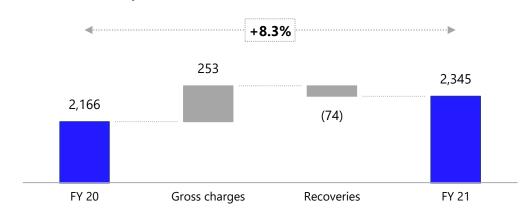


Asset Quality Trends (2) | Healthy stage coverage reflecting prudent risk management

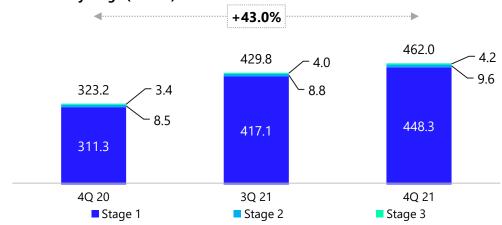
Net Impairment Charges (SARmn)



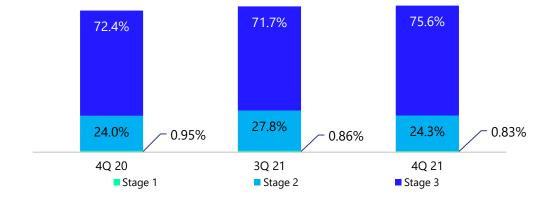
Movement in Net Impairment (SARmn)





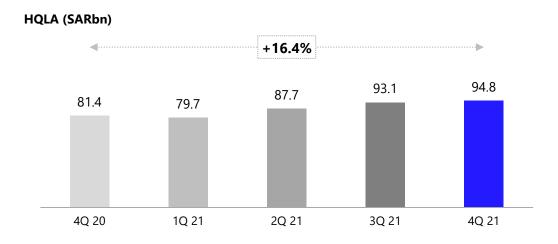


ECL Coverage (%)

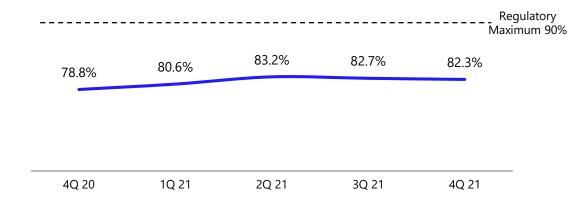




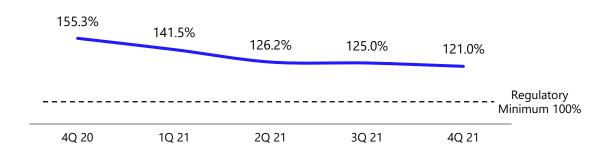
Liquidity Trends | Liquidity remains comfortably within regulatory requirements









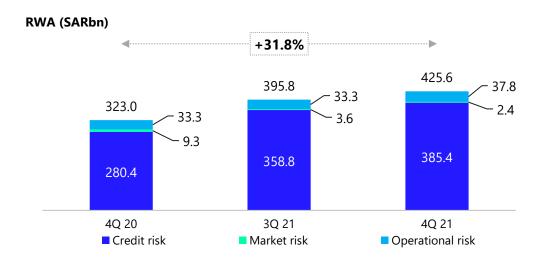


NSFR (%)

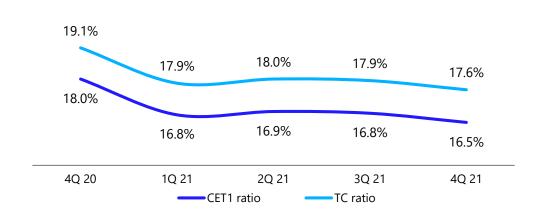
123.5%	116.0%	113.3%	112.8%	114.1%	
				ReReMinir	gulatory num 100%
4Q 20	1Q 21	2Q 21	3Q 21	4Q 21	



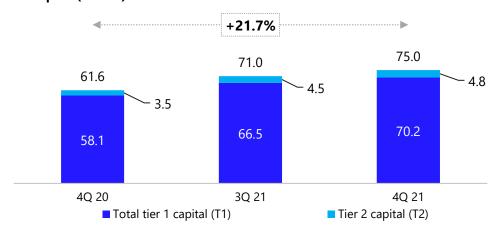
Capitalization Trends | Capital position well above regulatory minima



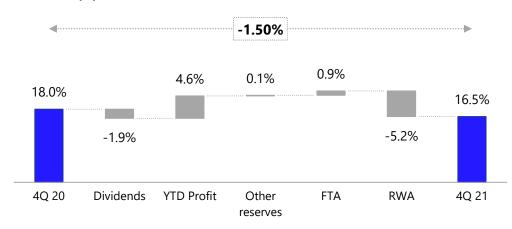
Capital Ratios (%)



Total Capital (SARbn)

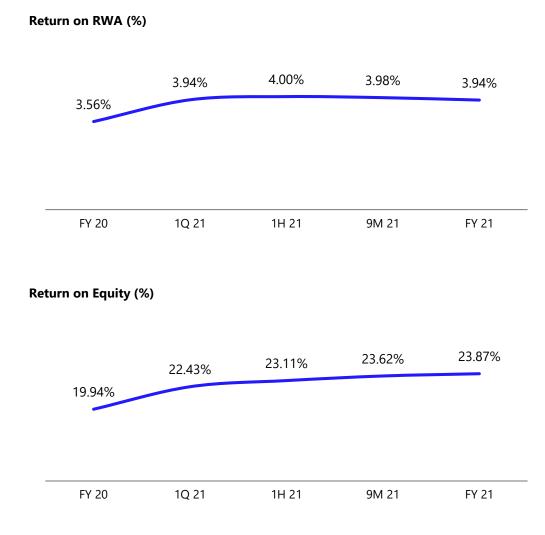


CET1 Drivers (%)

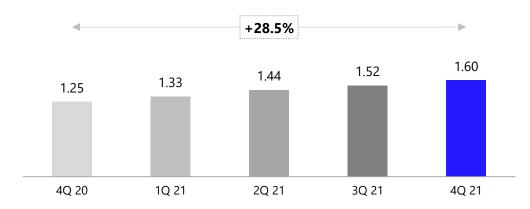




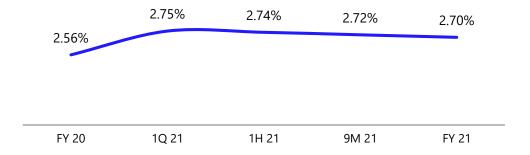
Return Metrics | Al Rajhi Bank's returns remain industry-leading



Earnings per Share (SAR)



Return on Assets (%)





2022 Guidance



FY 2022 Assumptions and Outlook | Positive economic outlook with focus in delivering efficiencies

Economy



- IMF forecasted Saudi GDP growth of 4.8% in 2022 while MoF forecasts stands at 7.8%.
- MoF forecasted a budget surplus of SAR90bn. representing 2.5% of GDP in 2022
- Consumer spending increased by 10.2% in 2021 on the back of improved economic activities and vaccine rollout
- Credit growth is expected to continue during 2022 supported by government and PIF initiatives and projects

Interest Rates



- Interest rates are expected to move higher during 2022 as US inflation staying well above its 2% target
- Competition is expected to continue which will negate the positive impact of higher interest rates
- Retail ex-mortgage assets re-pricing is expected to occur in the range of 1-3 years.

Strategy & Execution



4 1

- "Bank of the Future" strategy is paving the way for growth opportunities across all business lines
- Strategy execution is on track to build a financial ecosystem addressing changing customer needs
- The focus will continue to improve the bank overall efficiencies through several initiatives
- ESG remains a focus for the management to build a sustainable business that contributes to the bottom line



FY 2022 Guidance | Continuation of excellent results and strategy execution

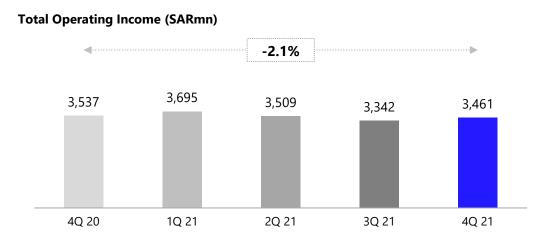
		FY 2020 Actual	FY 2021 Latest Guidance	FY 2021 Actual	FY 2022 Guidance
Balance Sheet	Financing	SAR 315.7bn	38% - 41%	+43.4%	High teens
	Net profit margin	4.71%	-45 bps to -55 bps	-50 bps	-45 bps to -55 bps
Profitability	Cost to income ratio	32.5%	Below 28.0%	26.9%	Below 27%
	ROE	19.94%	23% - 24%	23.9%	23% – 24%
Asset Quality	Cost of risk	0.75%	0.60% - 0.70%	0.60%	0.50% - 0.60%
Capital	Tier 1 ratio	18.0%	17% - 18%	16.5%	17% - 18%

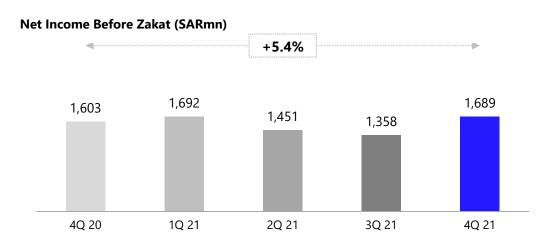


FY 2021 Operating Results



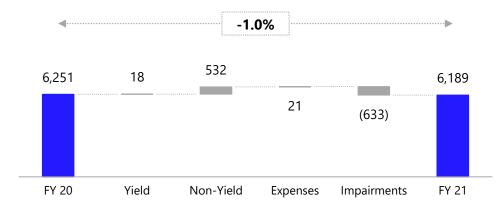
Retail Banking | Strong growth supported operating income growth YoY





Retail YoY SAR (mn) FY 21 FY 20 % Net financing and investment 11,353 +0.2% 11,335 income Fees and other income +25.1% 2,654 2,122 **Total operating income** 14,007 13,457 +4.1% -0.4% Operating expenses (6,032)(6,053)Total impairment charge +55.0% (1,785)(1,152)Net income for the period 6,189 6,251 -1.0% 418,027 268,109 Total assets +55.9% Total liabilities 319,611 289,584 +10.4%

Net Income Before Zakat Growth Drivers By Type (SARmn)



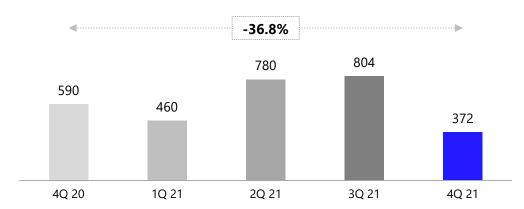


Corporate Banking | Net income growth driven by growth and lower impairment charges

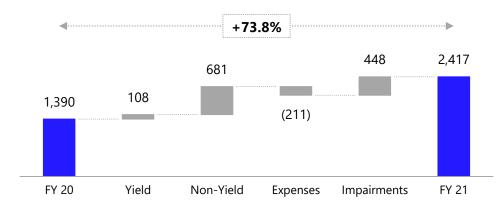
Total Operating Income (SARmn) +0.1% 905 948 1,079 907 587 4Q 20 1Q 21 2Q 21 3Q 21 4Q 21

Corporate YoY SAR (mn) FY 21 FY 20 % Net financing and investment 2,440 2,332 +4.6% income Fees and other income 1,080 399 +170.8% **Total operating income** 3,520 2,731 +28.9% Operating expenses +64.8% (537)(326)-44.2% Total impairment charge (566)(1,015)Net income for the period 2,417 1,390 +73.8% 88,031 66,837 +31.7% Total assets Total liabilities 207,506 108,515 +91.2%

Net Income Before Zakat (SARmn)

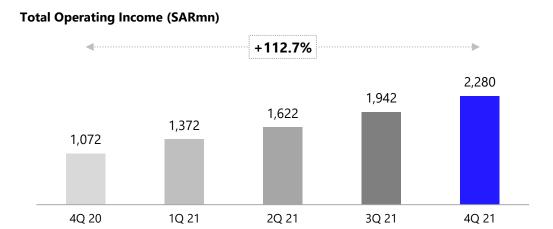


Net Income Before Zakat Growth Drivers By Type (SARmn)



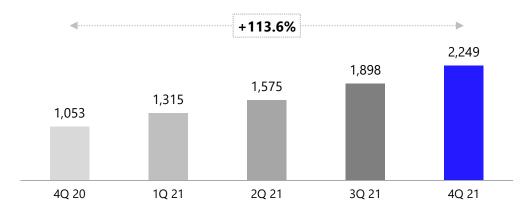


Treasury | Strong net income growth driven by investment portfolio growth

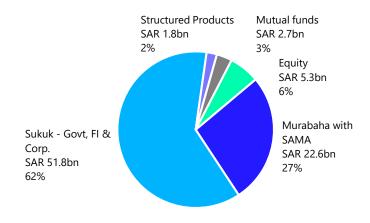


Treasury YoY SAR (mn) FY 21 FY 20 % Net financing and investment 6,524 3,199 +104.0% income Fees and other income +30.5% 691 530 **Total operating income** +93.5% 7,215 3,728 Operating expenses (205)-9.8% (185)Total impairment charge 7 +699.0% Net income for the period 7,037 3,524 +99.7% Total assets 112,692 129,951 -13.3% Total liabilities 29,157 12,443 +134.3%

Net Income Before Zakat (SARmn)



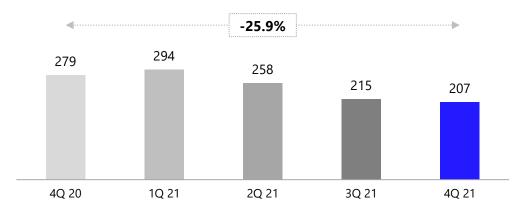
Investments, Mix By Asset (SARbn)





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

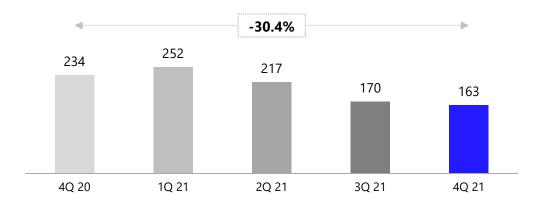
Total Operating Income (SARmn)



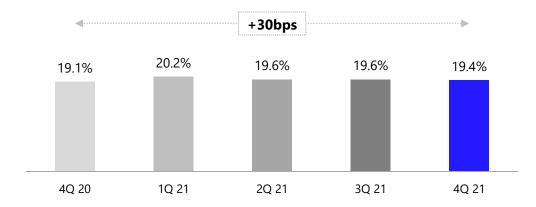
ARC

FY 21	FY 20	YoY %
75	48	+57.0%
899	758	+18.7%
974	805	+21.0%
(172)	(158)	+9.2%
802	648	+23.8%
4,922	3,928	+25.3%
89	165	-45.7%
	75 899 974 (172) 802 4,922	75 48 899 758 974 805 (172) (158) 802 648 4,922 3,928

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

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Upcoming Events in 1Q 2022

 $28^{th} - 8^{th}$ March $2^{nd} - 3^{rd}$ March

EFG Hermes' annual One-on-One Conference Goldman Sachs Fifth Annual Saudi Arabia Conference









Alrajhi Business App



Alrajhi IR App



Emkan App



urpay App





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