Al Rajhi Bank Investor Presentation

1Q 2022 Results



1Q 2022 Investor Presentation

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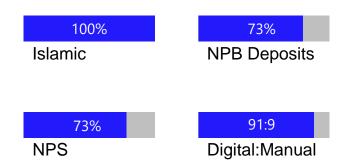


The World's Leading Islamic Bank

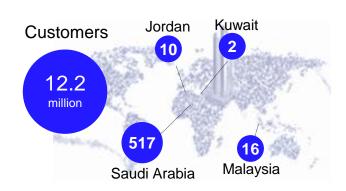


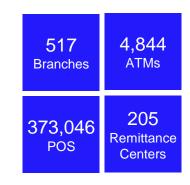
Al Rajhi Bank | Islamic Banking, Everywhere

At a glance, 1Q 2022



Presence & Branches, 1Q 2022



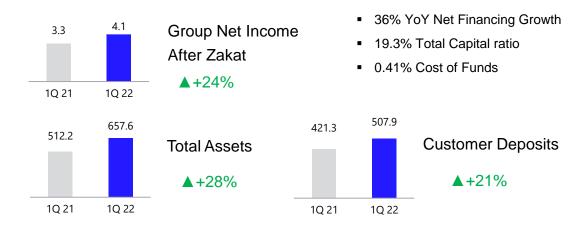


Largest network in Saudi Arabia

1Q 2022 Strategic Highlights



1Q 2022 Financial Highlights





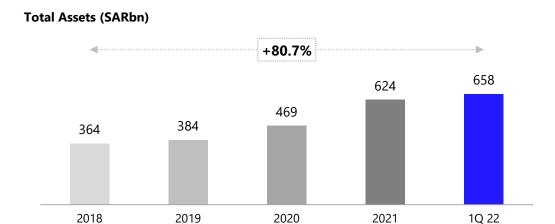
Top 10 Facts About Al Rajhi Bank

- Largest Islamic Bank worldwide (by Assets & Market Cap)
- #1 Retail Bank in Middle East (Retail Deposits & Income)
- One of the highest NPB deposit ratios (73% Non-profit bearing deposits)
- Bank capitalisation among the highest in GCC (19.3% Total Capital ratio)
- #1 NPS in KSA (73% as on 1Q 2022)

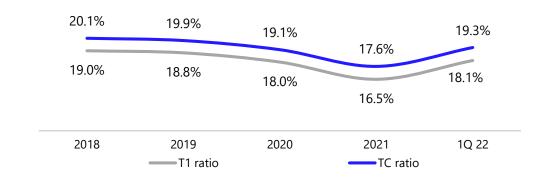
- #1 Bank in KSA (by number of customers)
- #1 Distribution network in Middle East (by # of Branches, POS, ATMs, Remittance Centres)
- #1 Banking transactions in KSA (585mn per month, average)
- #1 Bank for remittances in Middle East (by payment value)
- #1 Bank brand in KSA (Brand Power Score)



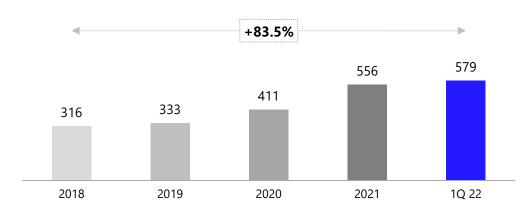
The World's Leading Islamic Bank | Robust balance sheet with 73% non-profit bearing deposits as of 1Q 2022



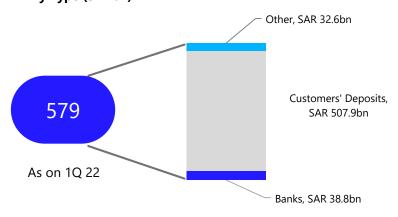
Capital Ratios (%)



Total Liabilities (SARbn)



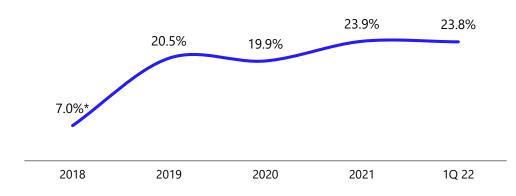
Total Liabilities Mix By Type (SARbn)





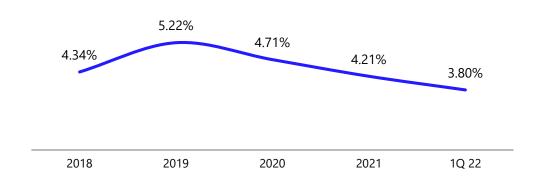
The World's Leading Islamic Bank | Outstanding foundation and strong returns



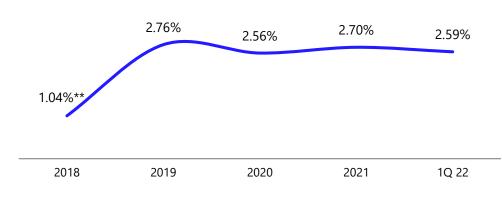


^{*} As a result of Zakat Settlement – ROE before Zakat is 19.8%

Net Profit Margin (%)

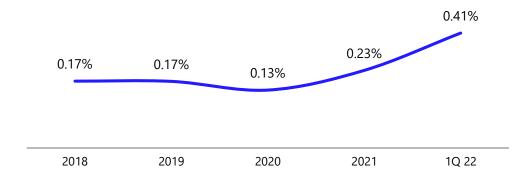


ROA (%)



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

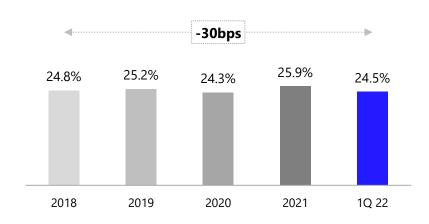
Cost of Funds (%)



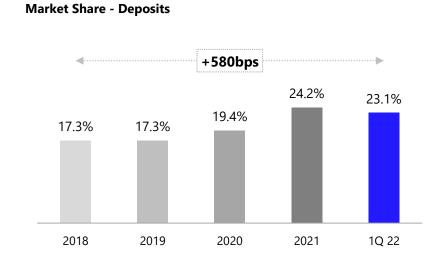


What sets Al Rajhi Bank Apart | ARB has the largest retail banking business in the Middle East

Market Share - Demand Deposits



12.2
Million
Active Customers



#2 in Saudi Arabia

#1 in Saudi Arabia

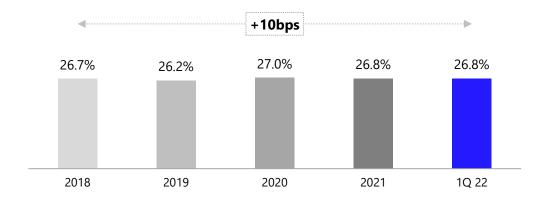
#2 in Saudi Arabia



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

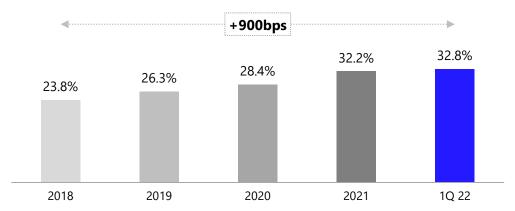
#1 in Branches

Market Share - Branches



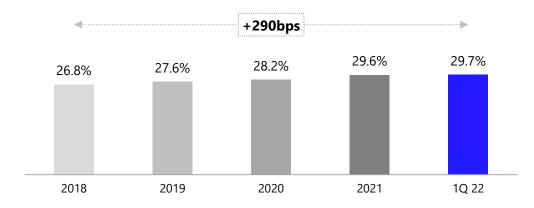
#1 in POS

Market Share - POS (Terminals)



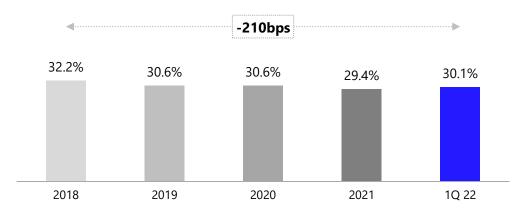
#1 in ATMs

Market Share - ATMs



#1 Remittance Centres

Market Share - Remittance Centers

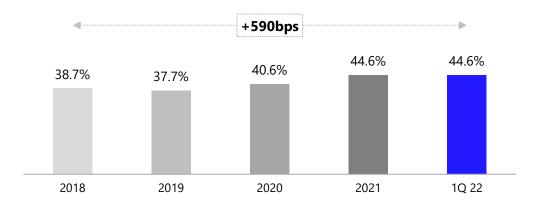




Al Rajhi Bank has a unique franchise | We maintain a leading market share across key products

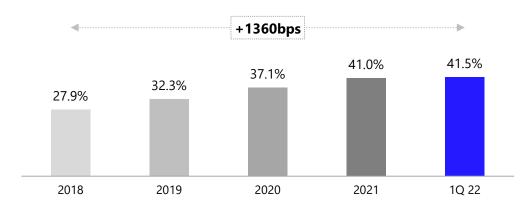
#1 in Personal Loans

Market Share - Personal Loans



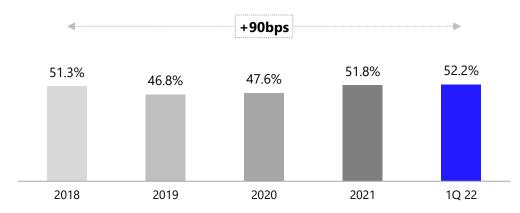
#1 in Mortgages

Market Share - Mortgages Loans



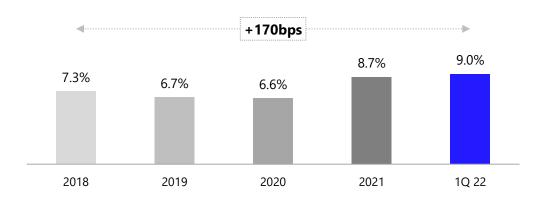
#1 in Auto Loans

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 Mar 2022	
Key Metrics		_
Closing Price*	SAR 100.38	
Market Cap	SAR 401.5 bn	
Market Cap / % Industry	33.8%	
Market Cap / % Tadawul	3.2%	
Shares outstanding*	4.0 bn	
90D Volatility	26.38	
Price / Earnings	25.84 x	
Price / Book	5.59 x	
Dividend Yield (TTM)	0.9%	
* Adjusted for bonus shares approved Sources: Bloomberg; Tadawul; RAJHI		
Ratings		
Moody's	A1	
S&P	BBB+	
Fitch	A-	

ESG Highlights | 1Q 2022

			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 658bn Total Assets	Over USD1bn of financing renewable energy projects	SAR 476 mln Zakat paid	3,663 Employees volunteered in social programs	1,209 Sharia Board Resolutions	69% growth in female employees since 2015
SAR 4.1bn Net Profit after Zakat	ISO Green Certification for the head office building	SAR 805 mIn 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	91:9 Digital to Manual Ratio	SAR 18.6bn in financing for SMEs	33,300+ total training days	4 out of 11 Independent Board Directors	93% growth in female customers since 2015
Financial Sustainability	Environmental	So	cial	Governance	Gender Diversity

¹Q 2022 figures



Awards | Recent international and local recognitions



The Global Economics

- Most Innovative Digital Bank Saudi Arabia 2021
- Best New Mobile Banking Application - Saudi Arabia 2021



Global Finance:

- Best mobile banking app award for corporate in the middle east
- Best in social media marketing & services award for consumer in the middle east



International Finance Awards:

- Best Mobile Banking Application
 Saudi Arabia
- Best Digital Bank Saudi Arabia
- Most diversified Shari'ah compliant investment company



World Finance:

- Best Consumer Digital Bank -2021 - Saudi Arabia
- Best Mobile Banking App 2021
 Saudi Arabia



Seamless Awards:

• Digital Banking Experience of the Year





Saudi Capital Market Awards:

- Best Investor Relations Program (2020) –Saudi Capital Markets Awards (2020)
- Best Investor Relations Program (2021) – Saudi Capital Markets Awards (2021)

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Sakani Program:

- Best Bank Award
- Best Financial Agency in the Real Estate sector
- · Best Marketing Offer Award
- Best Sales Representative Award in the Real Estate Sector



Global Banking and Finance:

Best Digital Bank KSA 2021



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

Bank

Build on our core

OF

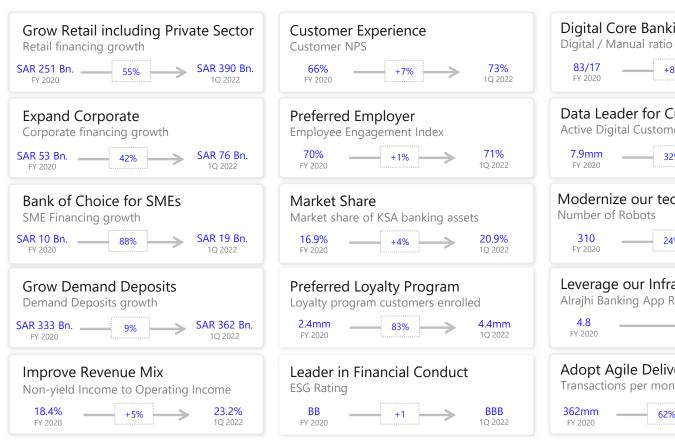
Outperform our competition

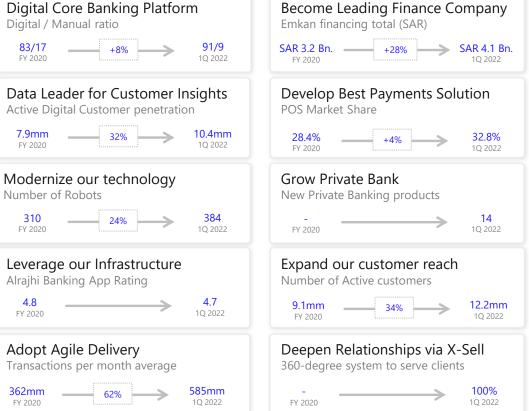
The

Transform technology

Future

Focus on new client needs







KSA's Macro-Economic Environment

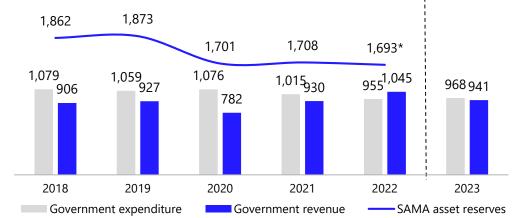


KSA Economic Outlook | Improved economic outlook compared to 2021

Highlights

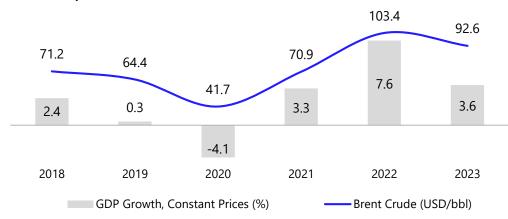
- IMF revised up Saudi's GDP growth forecasts to 7.6% in 2022 compared to 4.8% earlier
- GDP grew by 9.6% in 1Q 2022 driven by higher oil prices and recovery in non-oil activities
- Average inflation estimated to be 2.5% in 2022 and expected to normalize in 2023 to 2.0%

Expenditure/Revenue and Asset Reserves (SARbn)



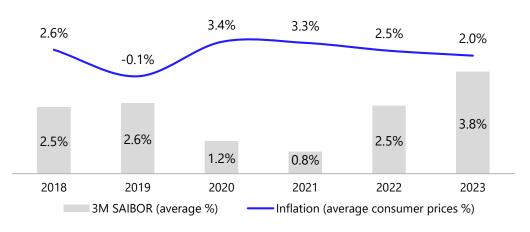
Source: MoF, SAMA

GDP Growth/Brent Oil Price



Source: IMF, U.S. Energy Information

3M SAIBOR / Inflation



Source: SAMA, IMF, MoF

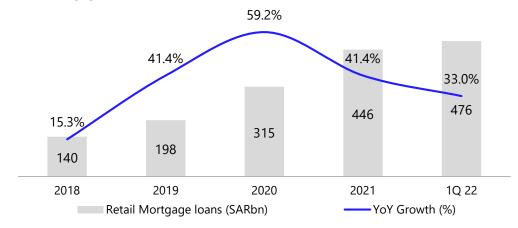


Banking Sector Highlights | Growth in mortgage lending continues to drive credit growth

Recent Developments

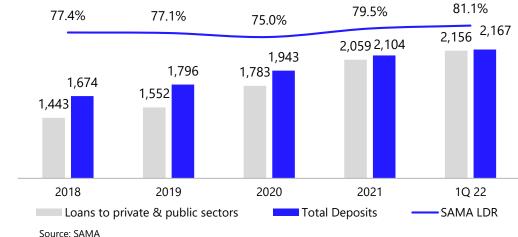
- Broad-based loan growth in the banking system during the first three months of 2022
- SRC has revised up the mortgage subsidies cap rate on 14th April 2022
- Consumer spending increased by 9.2% YoY with continuous migration to cashless payment methods

Retail Mortgage (SARbn)

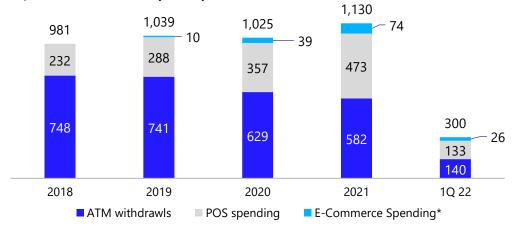


Source: SAMA

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



POS/ATM & E-Commerce (SARbn)



Source: SAMA * E-Commerce started in 2019



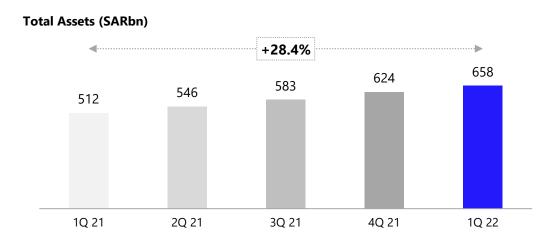
1Q 2021 Financial Highlights



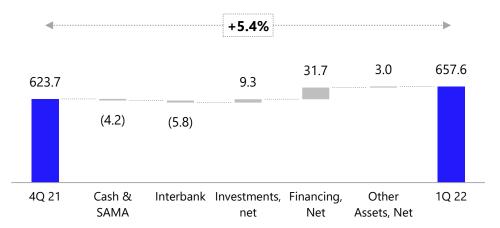
ARB had an excellent start to the year 2022 | Results are in line with or ahead of expectations

5.4% YTD Balance Sheet Growth	7.0% Growth in financing driven by all lines of business	4.1% Growth in liabilities	LDR below regulatory minima	
	Net Financing 452.8bn +7.0% 484.5bn FY 21 1Q 22	Total Liabilities 556.4bn +4.1% 579.3bn FY 21 1Q 22	Loan to Deposit Ratio 82.3% FY 21 1Q 22	
	11.9% Net yield income growth, impacted by lower NPM	37.3% Non yield income growth	17.0% Operating income growth	
Solid 24% net income growth YoY	Net Yield income 4,771mn +11.9% 5,340mn 1Q 21 1Q 22	Non Yield Income 1,177mn +37.3% 1,616mn 1Q 21 1Q 22	Operating Income 5,948mn +17.0% 6,957mn 1Q 21 1Q 22	
	12 bps COR reduction	3 bps improvement in NPL ratio from strong loan	NPL coverage remained strong and stable	
		growth		
Stable credit quality	Cost of risk 0.60% FY 21 0.48% 1Q 22	PPL 0.65% 0.62% FY 21 1Q 22	NPL Coverage 306% — 308% FY 21 1Q 22	
	Cost of risk	NPL 0.65% 0.62%	306% — 308%	

Balance Sheet Trends (1) | Strong 28% YoY balance sheet growth driven by Financing and Investments

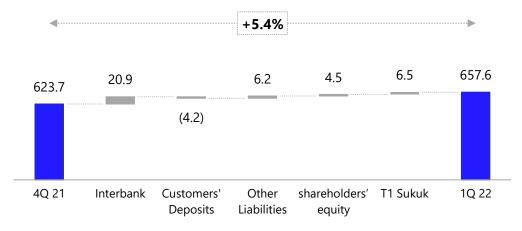


Movement in Assets (SARbn)



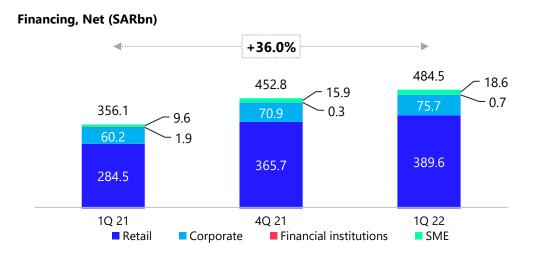
SAR (mn)	1Q 22	4Q 21	QoQ	1Q 21	YoY
	26442	40.060	100/	20.550	60/
Cash & balances with SAMA	36,143	40,363	-10%	38,562	-6%
Due from banks & other FI	20,222	26,065	-22%	31,730	-36%
Investments, net	93,758	84,433	+11%	67,968	+38%
Financing, net	484,526	452,831	+7%	356,144	+36%
Other assets, net	22,979	19,979	+15%	17,829	+29%
Total assets	657,628	623,672	+5%	512,234	+28%
Due to banks & other FI	38,827	17,952	+116%	9,731	+299%
Customers' deposits	507,892	512,072	-1%	421,269	+21%
Other liabilities	32,568	26,339	+24%	22,012	+48%
Total liabilities	579,287	556,363	+4%	453,011	+28%
Total equity	78,341	67,309	+16%	59,222	+32%

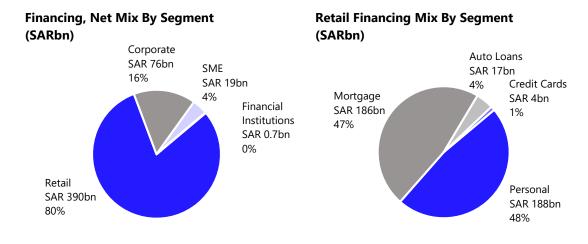
Movement in Funding (SARbn)





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

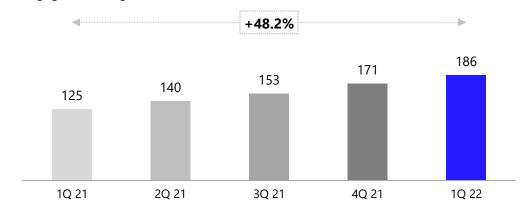




Movement in Financing (SARbn)

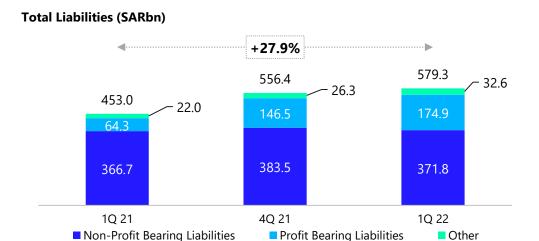


Mortgage Financing (SARbn)





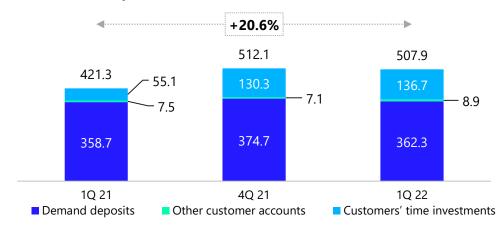
Balance Sheet Trends (3) | Balance sheet growth funded by NPB deposits



Type (SARbn) (SARbn) Customers' Time Treasury Investments SAR 48bn SAR 137bn Corporate 8% 27% SAR 211bn Other 37% customer accounts SAR 0.5bn SAR 9bn 2% Demand Deposits Retail SAR 362bn SAR 319bn 71% 55%

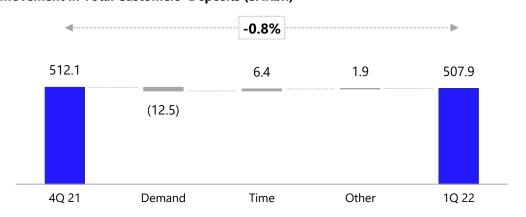
Total Liabilities Mix By Segment

Total Customers' Deposits (SARbn)



Movement in Total Customers' Deposits (SARbn)

Total Customers' Deposits Mix By

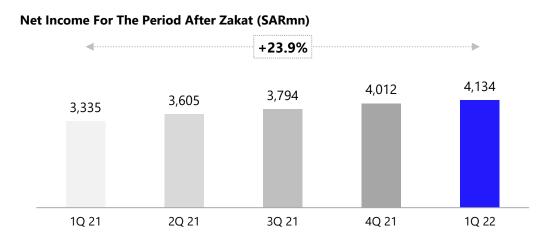




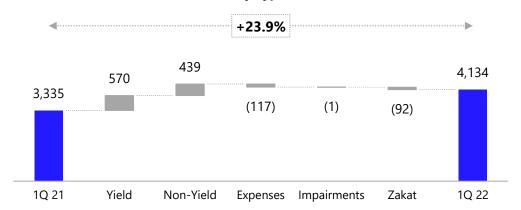
Rajhi

Capital

Net Income Trends | Solid net profit growth of 24% YoY

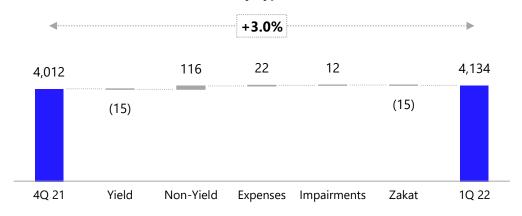


Net Income After Zakat Growth Drivers By Type (SARmn)



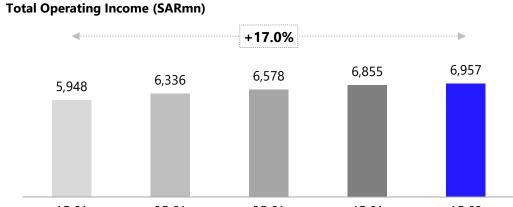
SAR (mn)	1Q 22	1Q 21	YoY	4Q 21	QoQ
Net financing & investment income	5,340	4,771	+12%	5,355	-0%
Fee from banking services, net	1,148	909	+26%	1,114	+3%
Exchange Income, net	237	175	+35%	218	+9%
Other operating income, net	232	93	+150%	168	+38%
Fees and other income	1,616	1,177	+37%	1,500	+8%
Total operating income	6,957	5,948	+17%	6,855	+1%
Operating expenses	-1,769	-1,652	+7%	-1,791	-1%
Pre-provision profit	5,188	4,296	+21%	5,064	+2%
Total impairment charge	-578	-577	+0%	-590	-2%
Net income for the period before Zakat	4,609	3,719	+24%	4,474	+3%
Zakat	-476	-383	+24%	-461	+3%
Net income for the period after Zakat	4,134	3,335	+24%	4,012	+3%

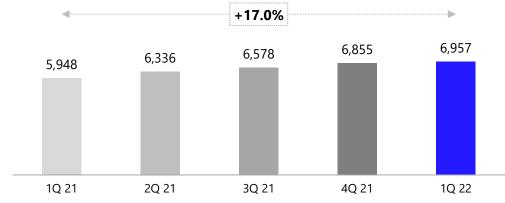
Net Income After Zakat Growth Drivers By Type (SARmn)

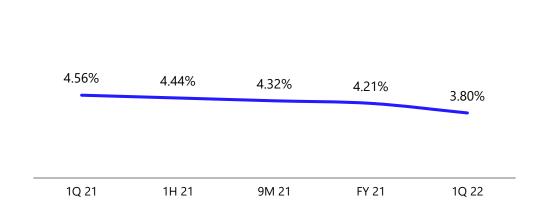


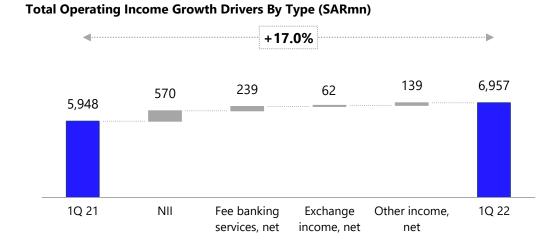


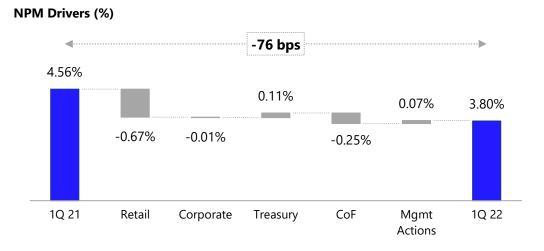
Operating Income Trends | Strong income growth reflecting successful strategy execution









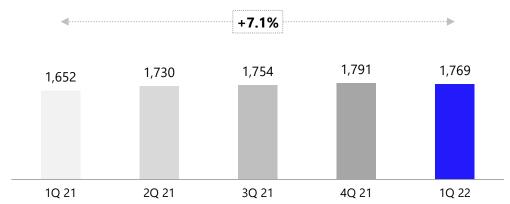




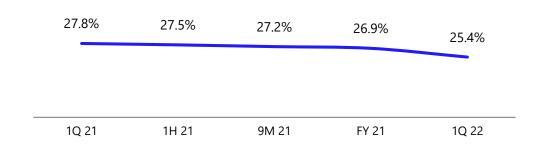
Net Profit Margin (%)

Expenses Trends | Cost efficiencies resulted in higher positive jaws

Operating Expenses (SARmn)



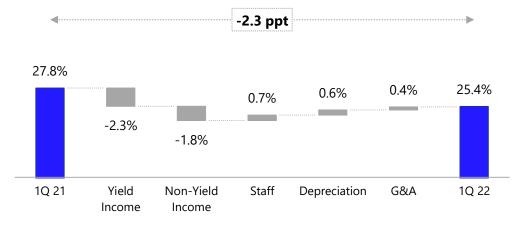
Cost To Income Ratio (%)



Operating Expenses Growth Drivers By Type (SARmn)

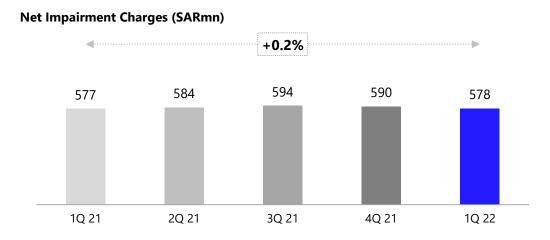


Cost to Income Ratio Drivers (%)

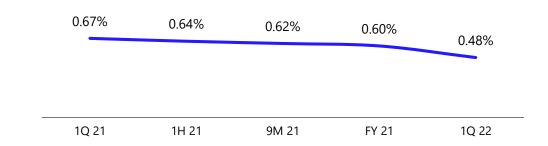




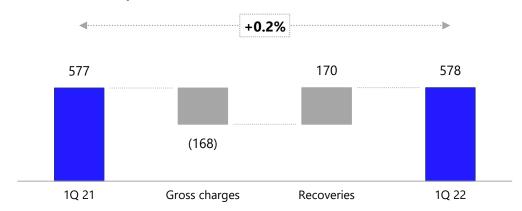
Net Impairment & Cost of Risk | Stable net impairment resulted in cost of risk improvement



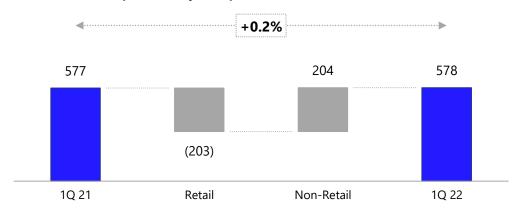
Cost of Risk (%)



Movement in Net Impairment (SARmn)

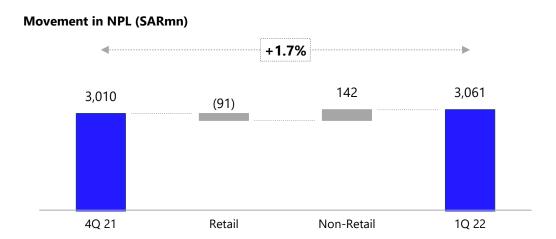


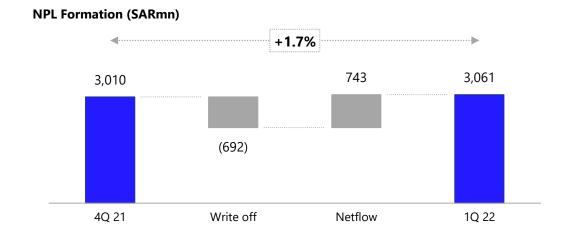
Movement in Net Impairment by Group (SARmn)



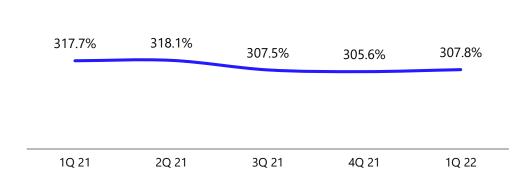


Asset Quality Trends (1) | Asset quality remains healthy and NPL coverage remains strong and stable





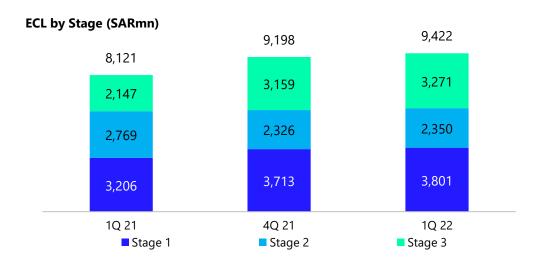
2.17% 1.95% 1.89% 1.66% 1.66% 0.70% 0.67% 0.67% 0.65% 0.62% 0.40% 0.38% 0.32% 0.33% 0.36% 1Q 21 2Q 21 3Q 21 4Q 21 1Q 22 ----Retail Non-Retail **—**Group



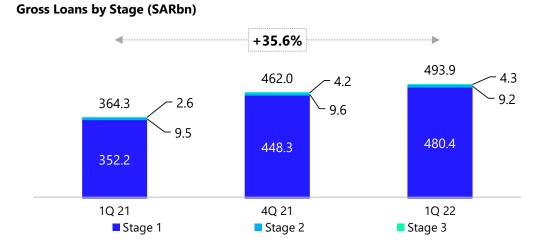
NPL coverage ratio (%)

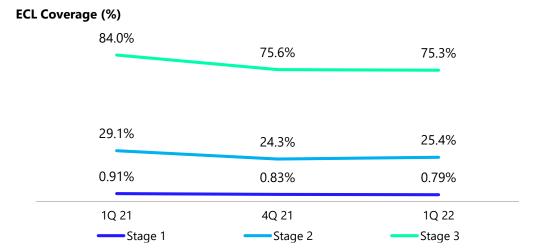
NPL Ratio (%)

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



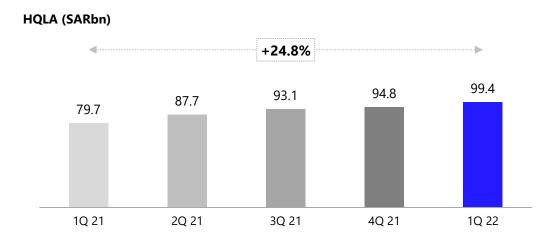




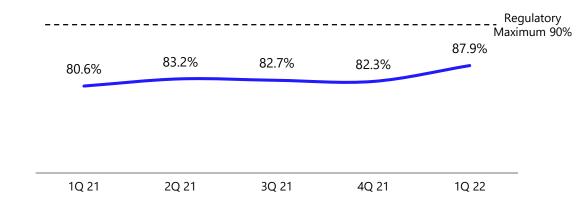




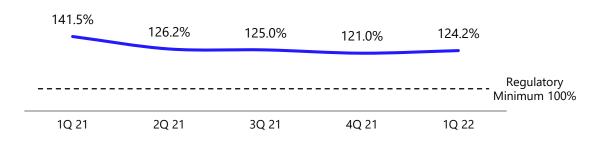
Liquidity Trends | Liquidity remains comfortably within regulatory requirements







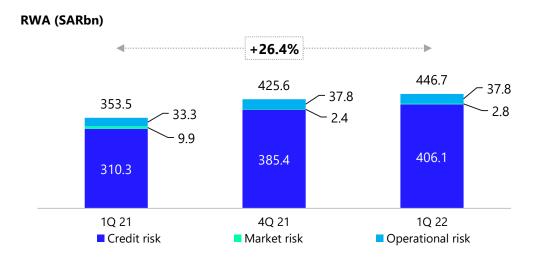
LCR (%)



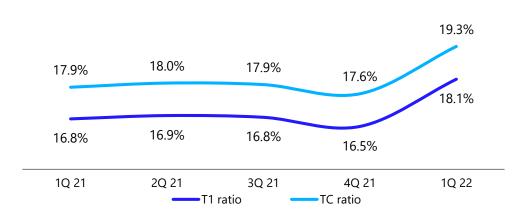
NSFR (%)

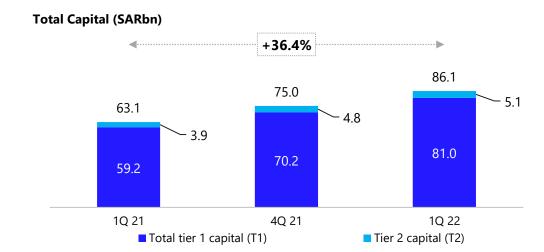
110.1%	114.1%	112.8%	113.3%	116.0%
Regulatory Minimum 100				
1Q 22	4Q 21	3Q 21	2Q 21	1Q 21

Capitalization Trends | Capital position well above regulatory minima

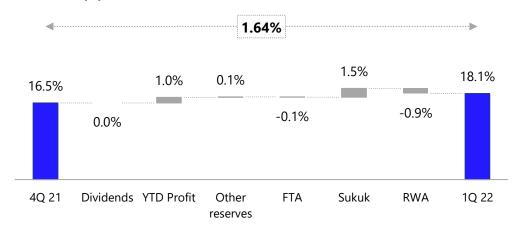


Capital Ratios (%)



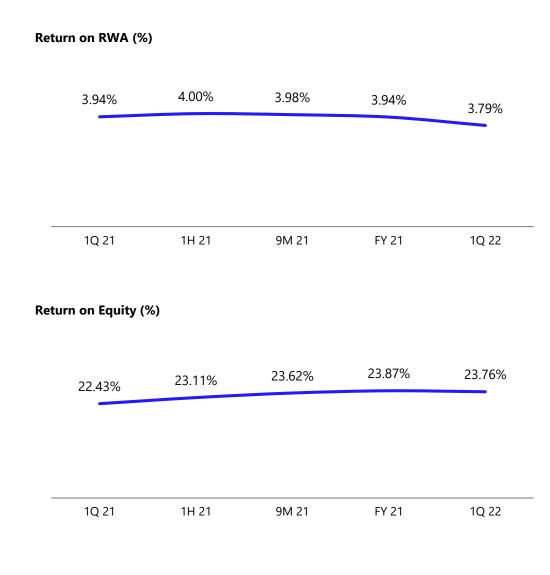


Tier 1 Drivers (%)

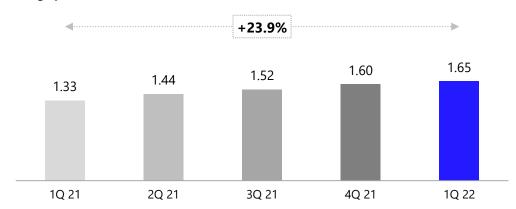




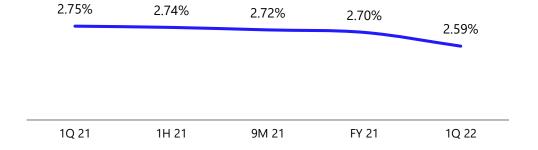
Return Metrics | Al Rajhi Bank's returns remain industry-leading



Earnings per Share (SAR)



Return on Assets (%)





FY 2022 Guidance



FY 2022 Assumptions and Outlook | Driven by positive economic outlook with focus in delivering efficiencies

Economy



- IMF upgraded Saudi GDP growth forecast to 7.6% in 2022 from previously 4.8%
- Saudi economy grew by 9.6% in 1Q 2022, recording the highest growth rate since 2011
- Consumer spending increased by 9.2% in 1Q 2022 on the back of improved economic activities
- 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.
- SRC has revised up the mortgage subsidies cap rate on 14th April 2022

Strategy & Execution



- "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 2022 Guidance	1Q 2022 Actual	Guidance Revision
Balance Sheet	Financing	High teens	+7.0%	1 Low twenties
	Net profit margin	-45 bps to -55 bps	-41 bps	-55 bps to -65 bps
Profitability	Cost to income ratio	Below 27%	25.4%	Below 26.5%
	ROE	23% – 24%	23.76%	No change
Asset Quality	Cost of risk	0.50% - 0.60%	0.48%	0.40% - 0.50%
Capital	Tier 1 ratio	17% - 18%	18.1%	No change



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Visit our website (here) for more Investor disclosers:

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

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• Earnings Release

Upcoming Events in 2Q 2022

Arqaam Capital Virtual MENA Conference Saudi Exchange Conference 2022 May $16^{th} - 18^{th}$ June $6^{th} - 7^{th}$











Alrajhi Tadawul Mobile App



Alrajhi Business App



Emkan App



Alrajhi IR App



urpay App



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