



SNB

4Q 2024 Earnings Presentation

Saudi National Bank

12 February 2025


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We concluded 2024 with robust operational and financial performance; While positioning the Bank for success in 2025 and beyond


2024 PRIORITIES

**Value Capture Leadership**

**Operational Excellence**

**Digital Dominance**

**Customer Centricity**

**People Centricity**

2024 PERFORMANCE HIGHLIGHTS

Return on Tangible Equity¹

16.2%

Net Income² +6% YoY


SAR Bn 21.2

Domestic Cost/Income Ratio³

25.4%

Cost of Risk⁴

0.16%


 SNB NEO Digital Bank
Launched

Digital acquisitions in Retail

96%

SNB Group customers

14.4mn

 SNB Mobile
★★★★★ 4.7

Organizational Health Index

Participation rate 94%

Training Hours per Employee

~34 in 2024

DIVERSE BUSINESS MIX

Segment	% of assets	% of revenue
Wholesale	56%	42%
Retail	39%	47%
Capital markets	2%	6%
International	3%	5%

ROBUST CREDIT STANDING

Ratings	LT	ST	Outlook
S&P	A-	A-2	Positive
Fitch	A-	F2	Stable
Moody's (unsolicited)	Aa3	P-1	Stable
Capital Intelligence	AA-	A1	Stable

¹ ROTE After-Tier 1 Sukuk cost 16.2%, ROTE Pre-Tier 1 Sukuk Cost 16.8% | ² Net Income Attributable to Equity Holders | ³ CIR excluding amortization of intangibles | ⁴ CoR including POCI

SNB delivered consistent ROTE of 16.2% within guidance

SNB Financial Guidance	FY 2023 Baseline	FY 2024 Guidance	FY 2024 Actual
Financing Growth	SAR 602bn +10%	Low double-digit	SAR 654bn +9%
NSCI Margin	3.15%	3.0% to 3.2%	3.02%
Group Cost to Income Ratio ¹ Domestic Cost to Income Ratio ¹	27.6% 25.6%	Below 28%	28.3% 25.4%
Cost of Risk	16 bps	15 to 25 bps	16 bps
Tier 1 CAR	19.4%	18% to 19%	20.3%
ROTE ROTE Pre-Tier 1 Sukuk Cost	16.8% 17.5%	16% to 17%	16.2% 16.8%



SNB delivers record Net Income on the back of continued growth momentum, solid fee income growth and stable asset quality

Strong financing growth YoY

SAR bn **654.3**
^ +9% YoY

from Wholesale financing

SAR bn **290.1**
^ +10% YoY

and Retail Mortgages

SAR bn **181.0**
^ +12% YoY

maintaining a stable NPL ratio¹

% **1.16%**
v -5bps YoY

Funded with large deposits base

SAR bn **579.8**
v -2% YoY

alongside debt securities & term loans

SAR bn **95.3**
^ +115% YoY

keeping SAMA LDR comfortable

84.0%
^ +9bps YoY

and margin stabilizing in 4Q 2024

2.92%
v -18bps YoY
^ +3bps QoQ

Resulting in NSCI growth

SAR mn **27,730**
^ +3% YoY

and accelerating fee & other income

SAR mn **8,308**
^ +10% YoY

alongside healthy domestic CIR²

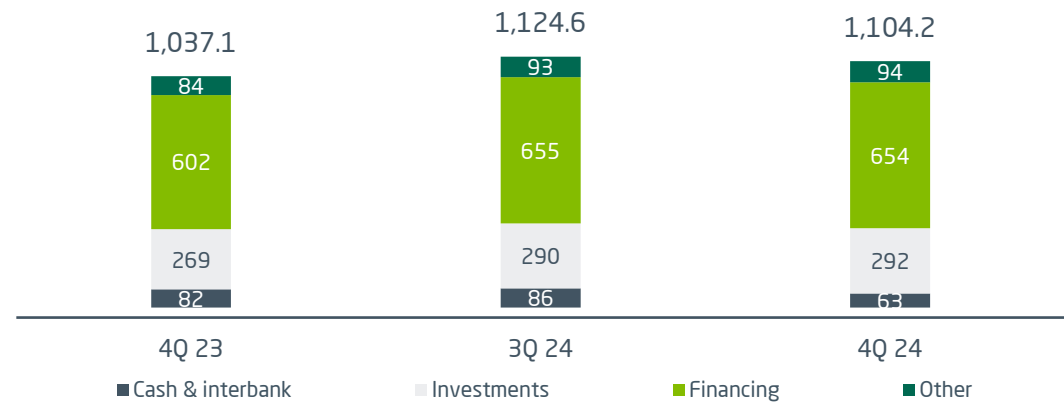
25.4%
v -28bps YoY

delivering record Net income³

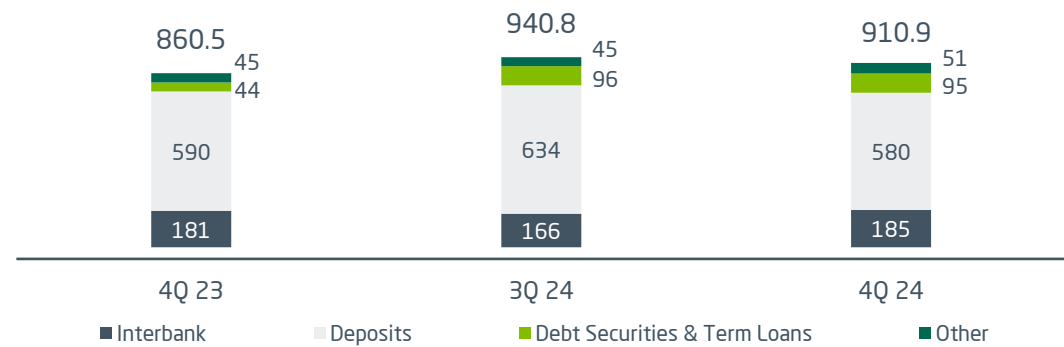
SAR mn **21,193**
^ +6% YoY

Balance sheet expansion of 6% mainly from financing growth and investments supported through debt capital markets activity

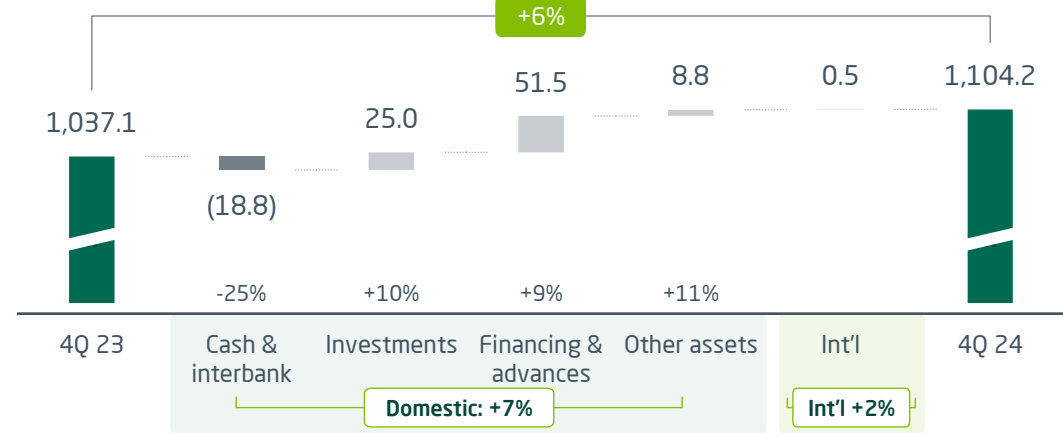
Total Assets (SARbn)



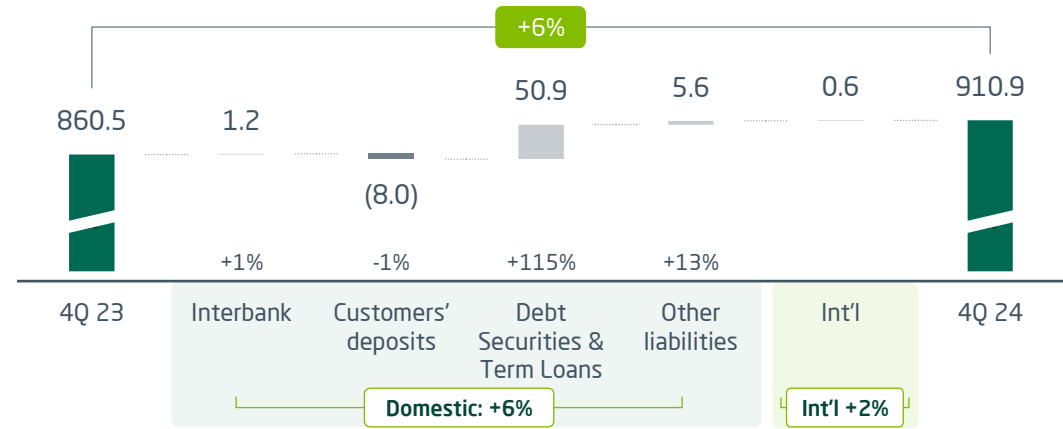
Total Liabilities (SARbn)



Total Assets Movement YoY (SARbn)

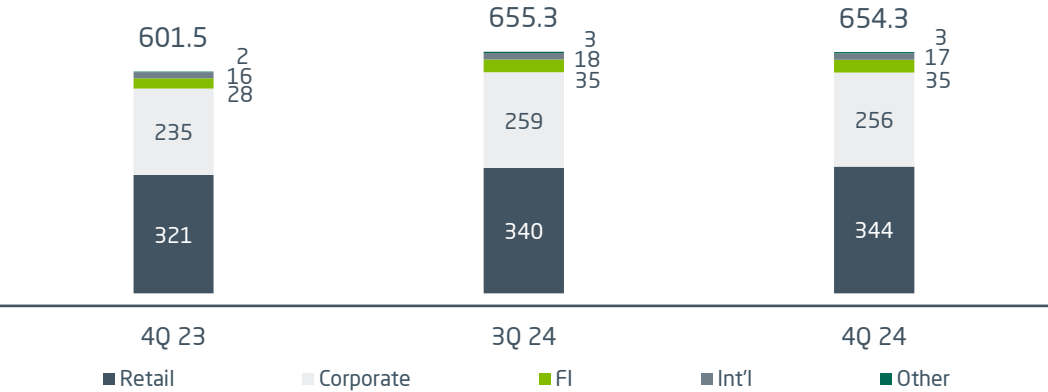


Total Liabilities Movement YoY (SARbn)

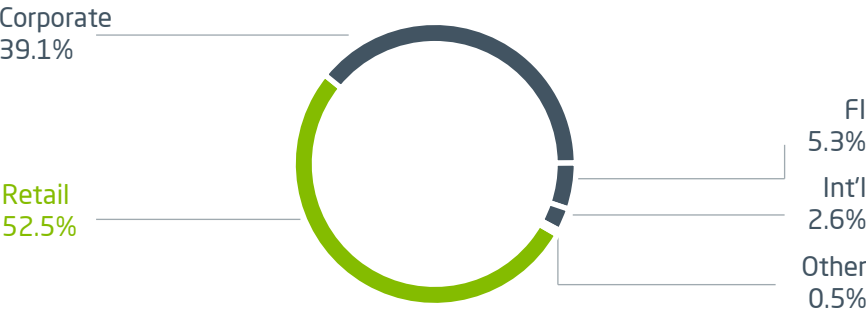


Solid growth in Wholesale and Residential financing

Financing & Advances, Net (SARbn)

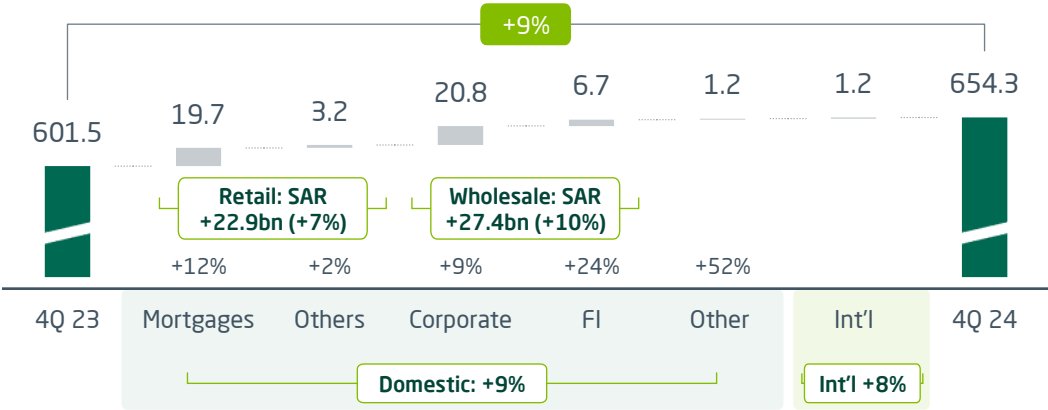


Financing & Advances, Net Composition (%)

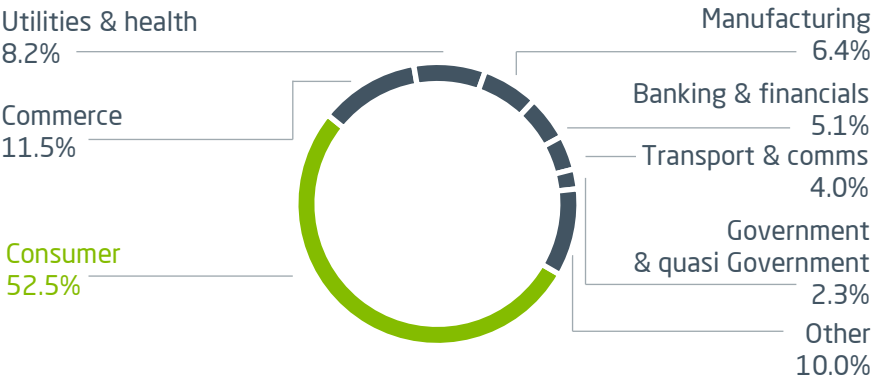


Financing & Advances, Net Movement YoY (SARbn)

2024 Guidance
Low double-digit

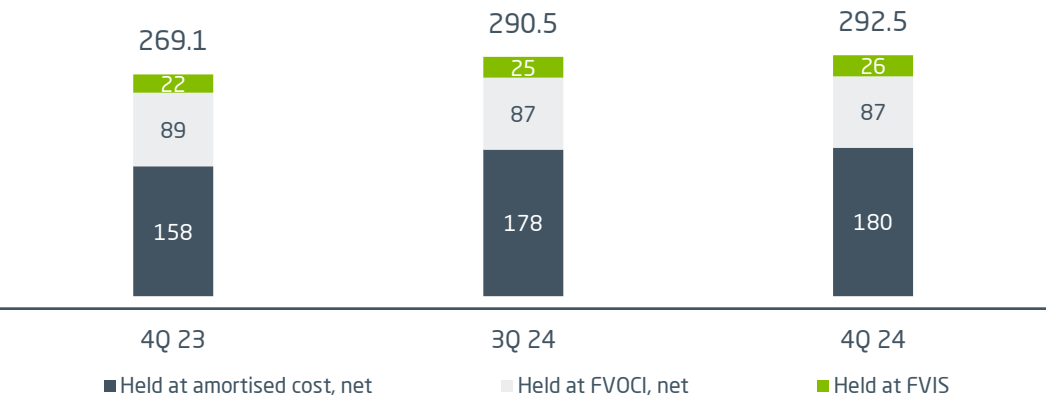


Financing & Advances, Net by Sector (%)

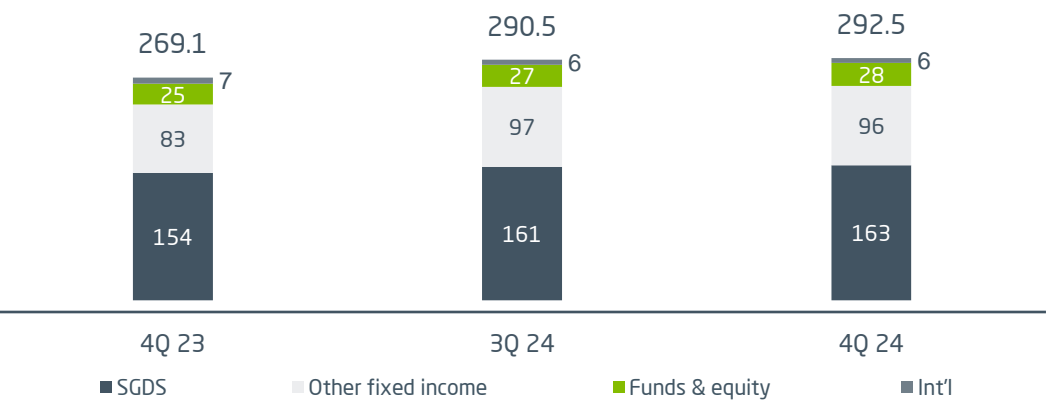


Investments up 9% primarily in other fixed income and SGDS

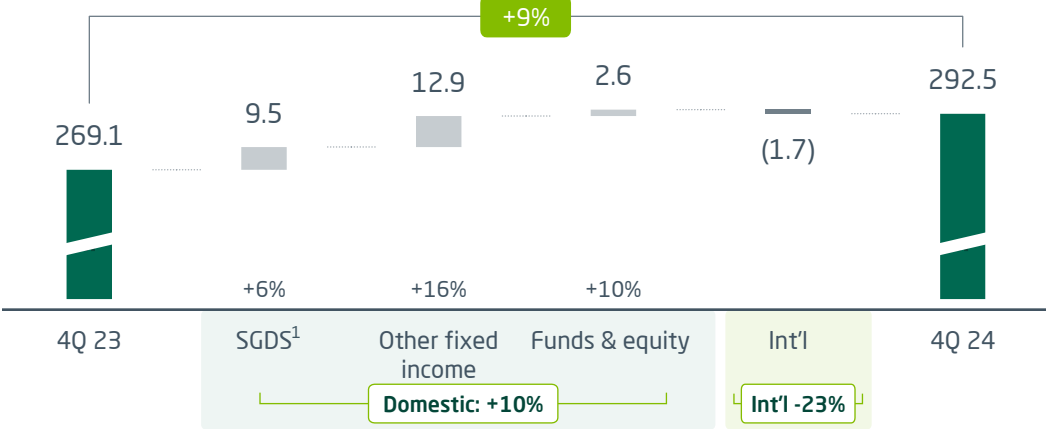
Investments, Net (SARbn)



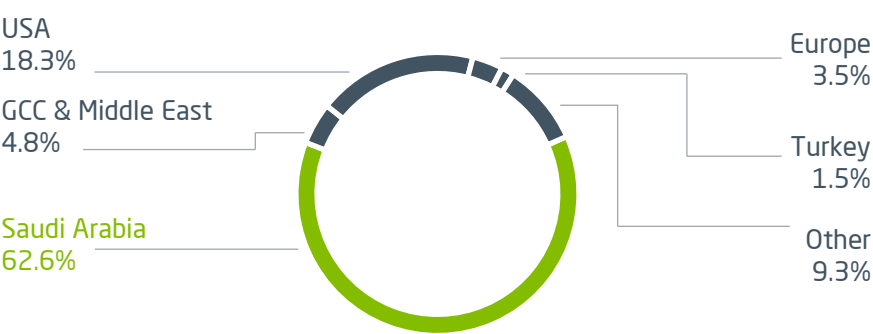
Investments, Net by Instrument (SARbn)



Investments, Net Movement YoY (SARbn)



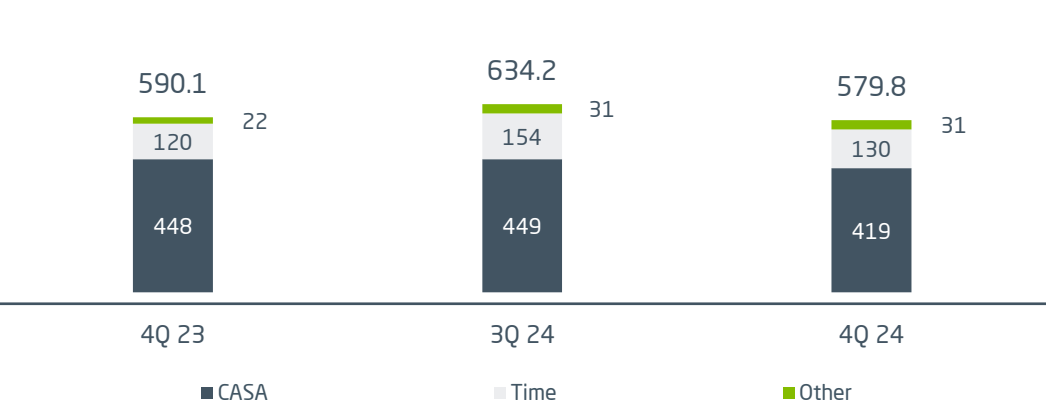
Investments, Net by Geography (%)



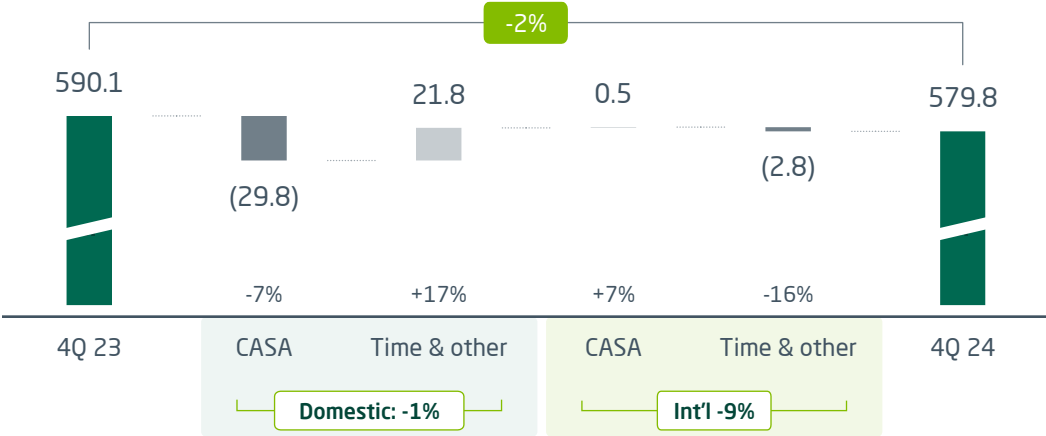
¹ Saudi Government Debt Securities including SAMA bills (investment grade)

Customers' deposits decreased 2% driven primarily by a domestic CASA outflow, moderating the CASA ratio to 72.2%

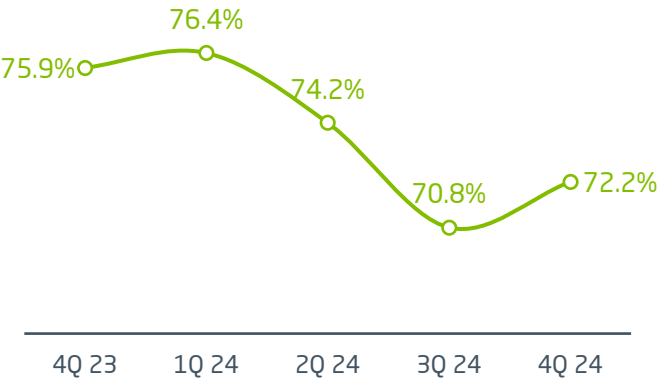
Customers' Deposits (SARbn)



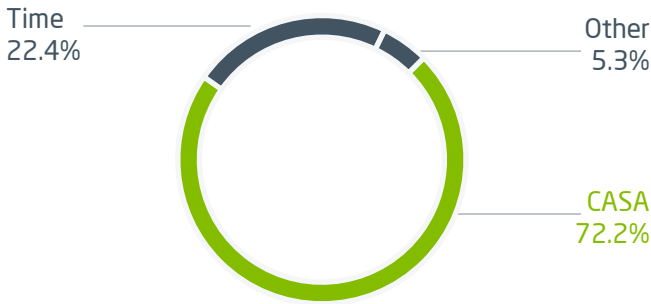
Customers' Deposits Movement YoY (SARbn)



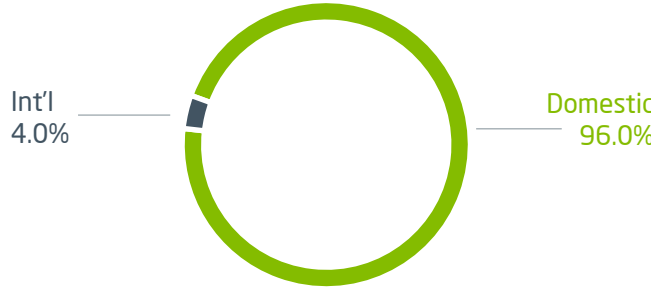
CASA Ratio (%)



Customers' Deposits by Type (%)

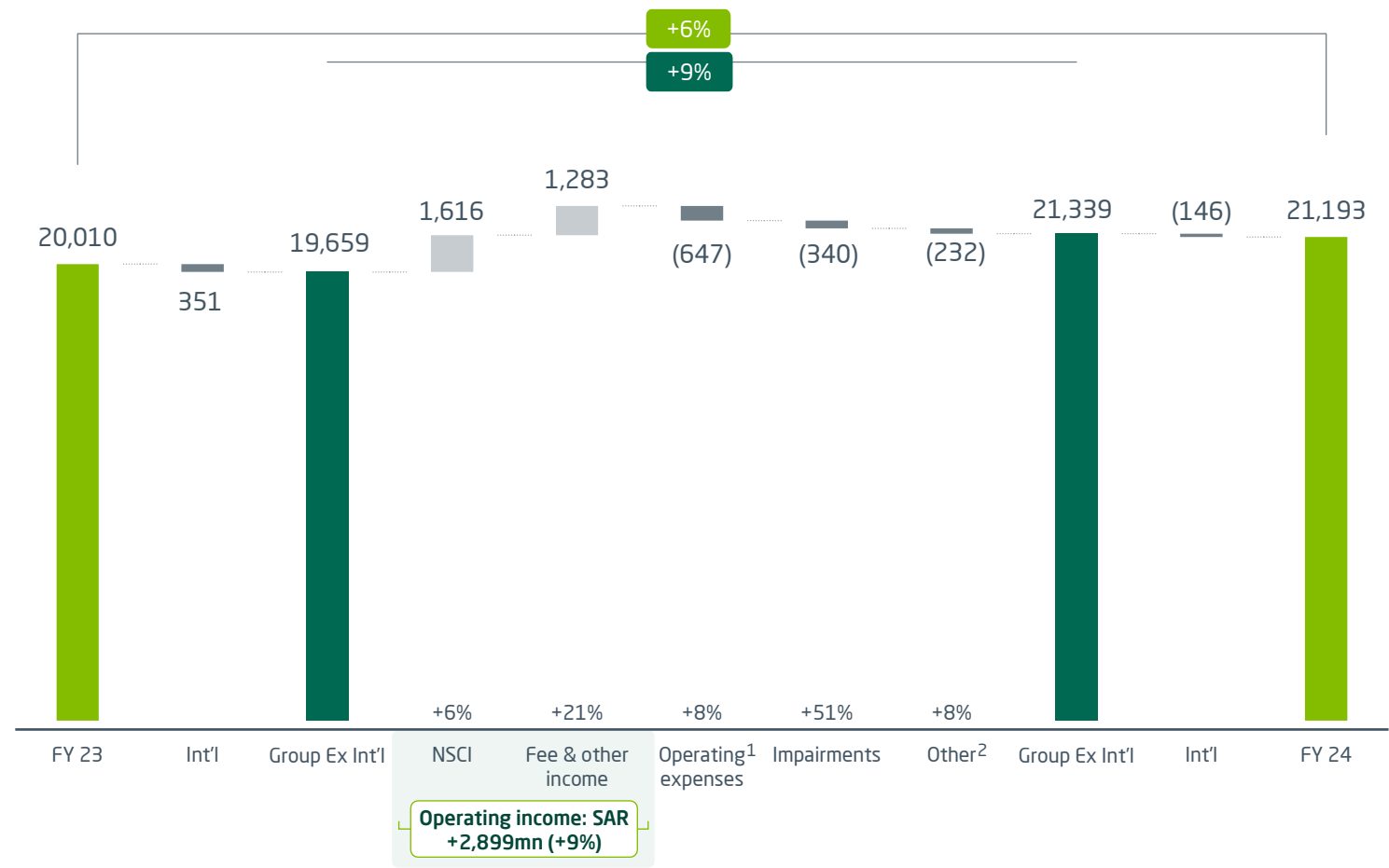


Customers' Deposits by Geography (%)

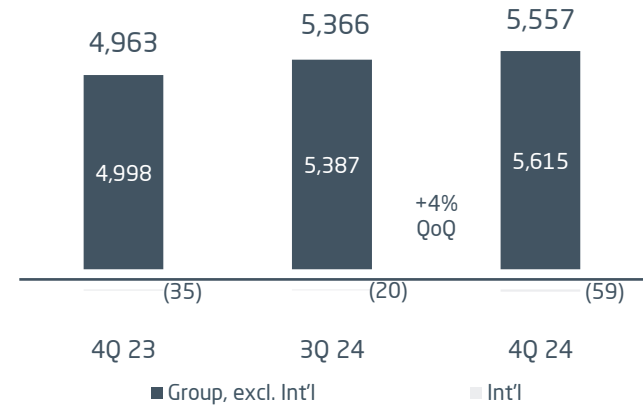


Net income growth driven by higher domestic operating revenue and partially offset by higher operating expenses including impairments

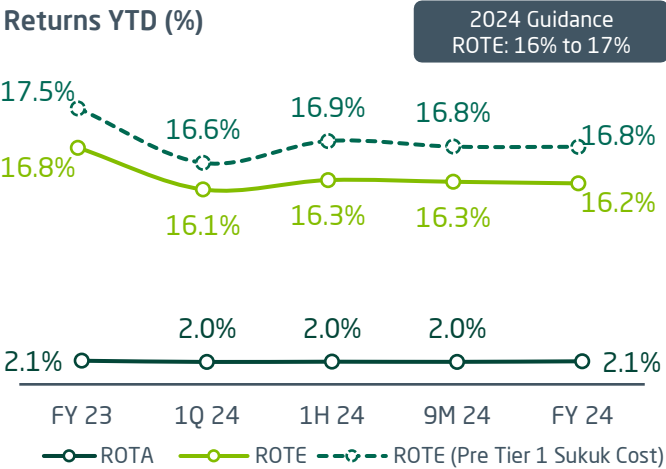
Net Income Attributed To Equity Holders Movement YoY (SARmn)



Net Income (SARmn)



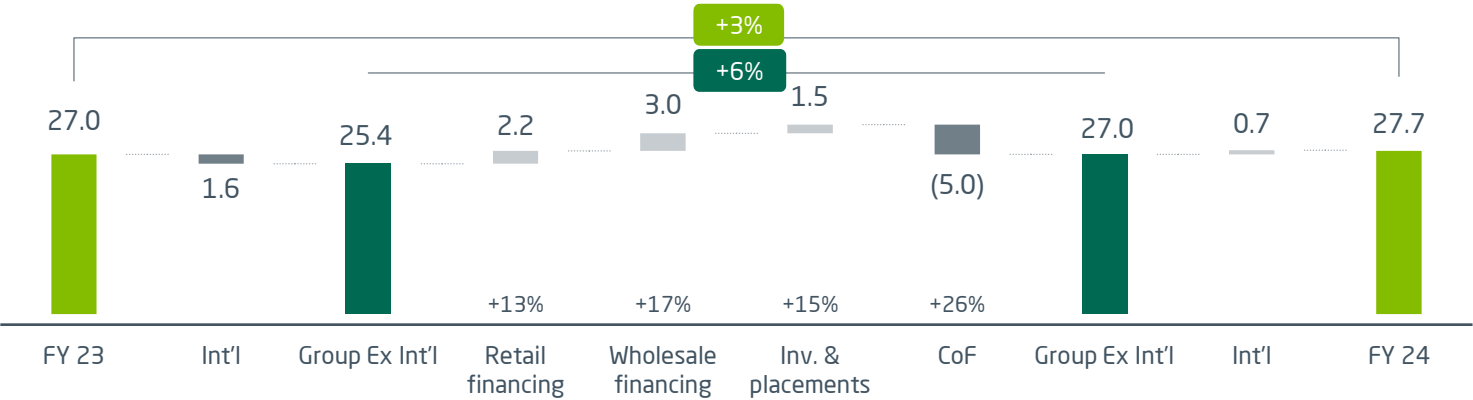
Returns YTD (%)



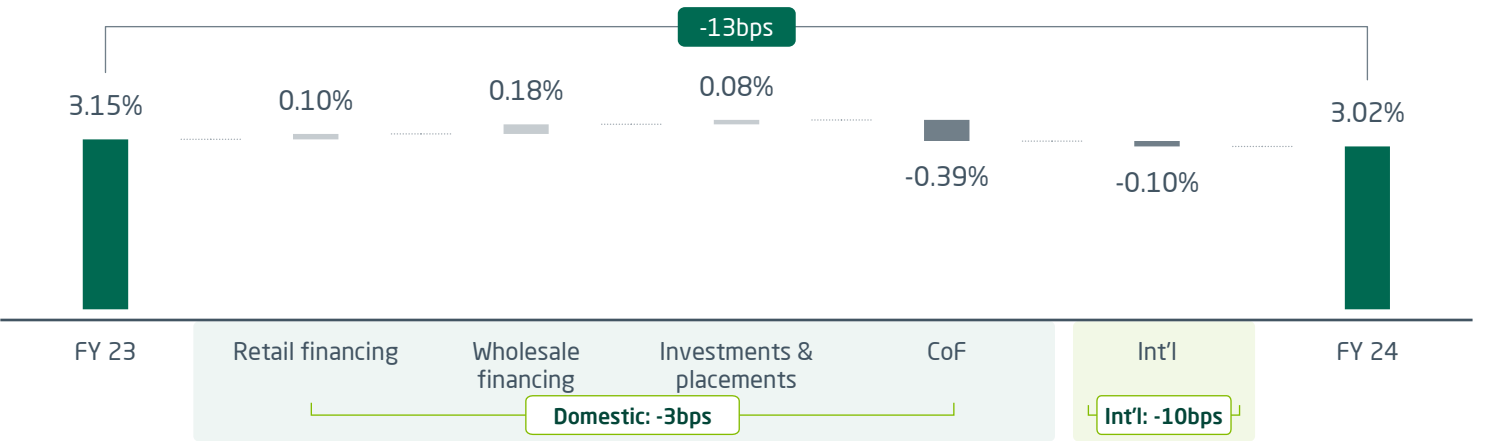
¹ Operating expenses exclude amortization of intangibles of SAR 820mn (2023: SAR 820mn) | ² Other includes amortization of intangibles, other non-operating expenses and zakat

YoY NSCI increased 3% on asset growth, while NSCI Margin was pressured by International; QoQ Margin stabilized on faster CoF repricing

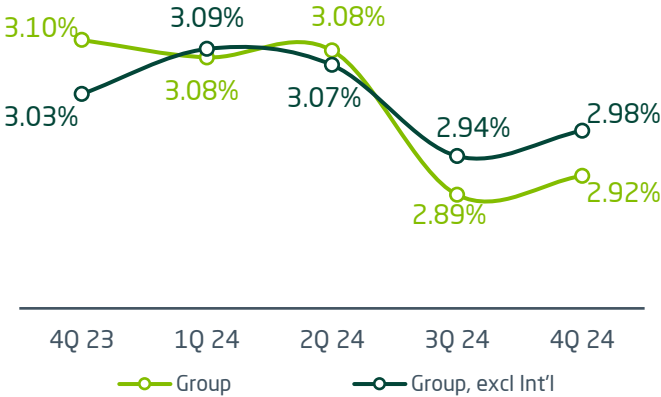
Net Special Commission Income Movement YoY (SARbn)



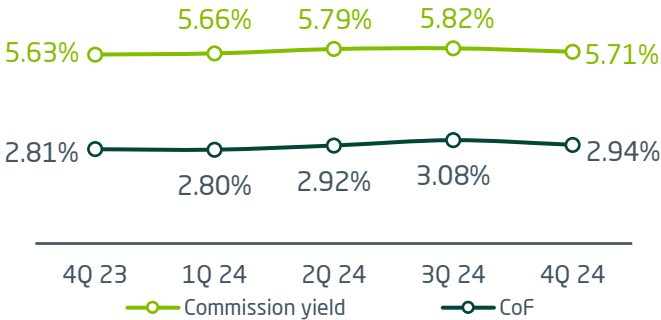
Net Special Commission Margin Movement YoY (%)¹



NSCI Margin QTR (%)¹



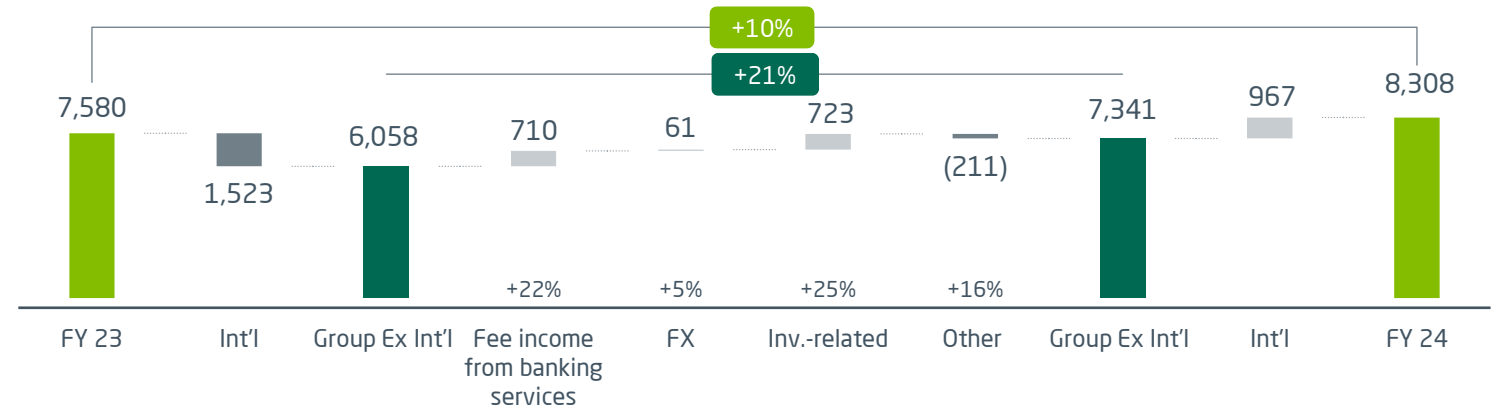
Group, excl Int'l, Commission Yield & Funding Cost QTR (%)



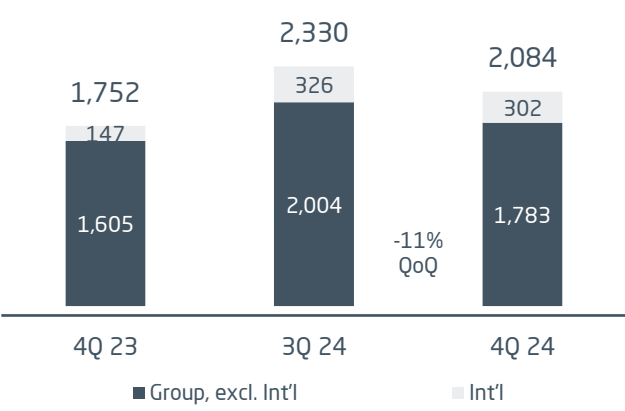
¹ NSCI margin calculation excludes FV unwind of SAR 368mn (2023: SAR 462mn)

Fee and other income experienced strong growth, driven by domestic banking service fees and investment-related income

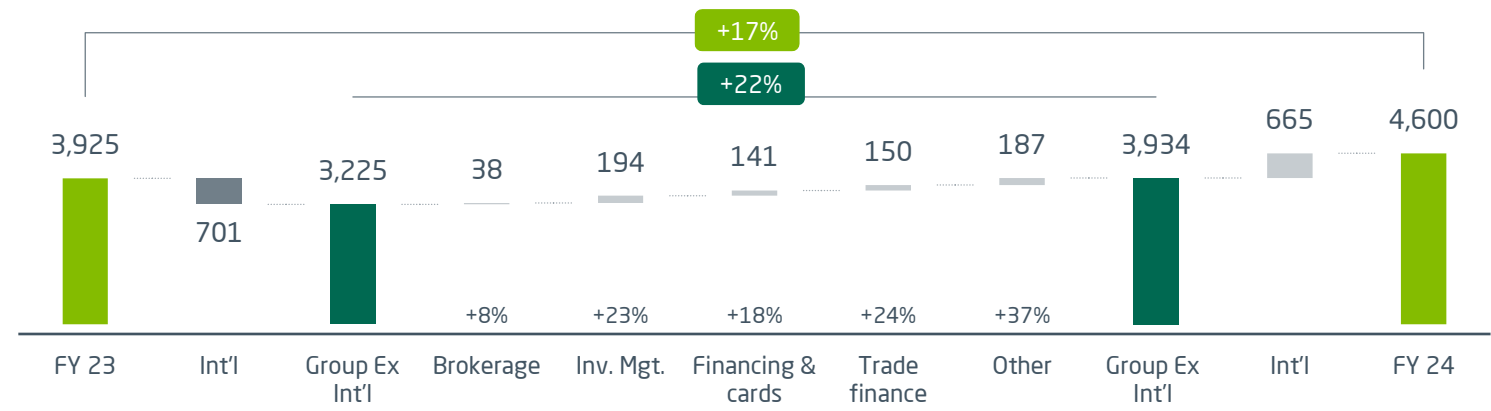
Fee & Other Income Movement YoY (SARmn)



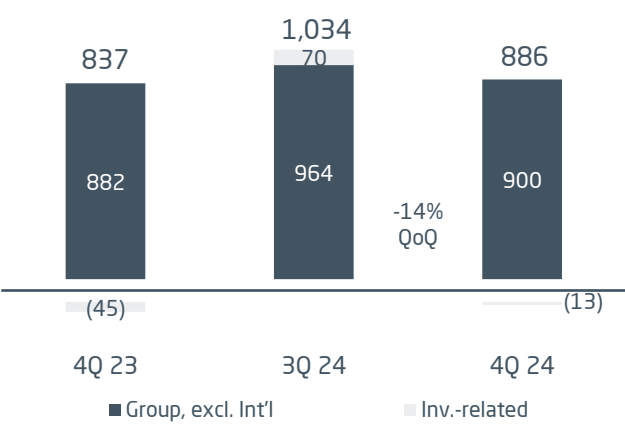
Fee & Other Income (SARmn)



Fee Income From Banking Services, Net Movement YoY (SARmn)

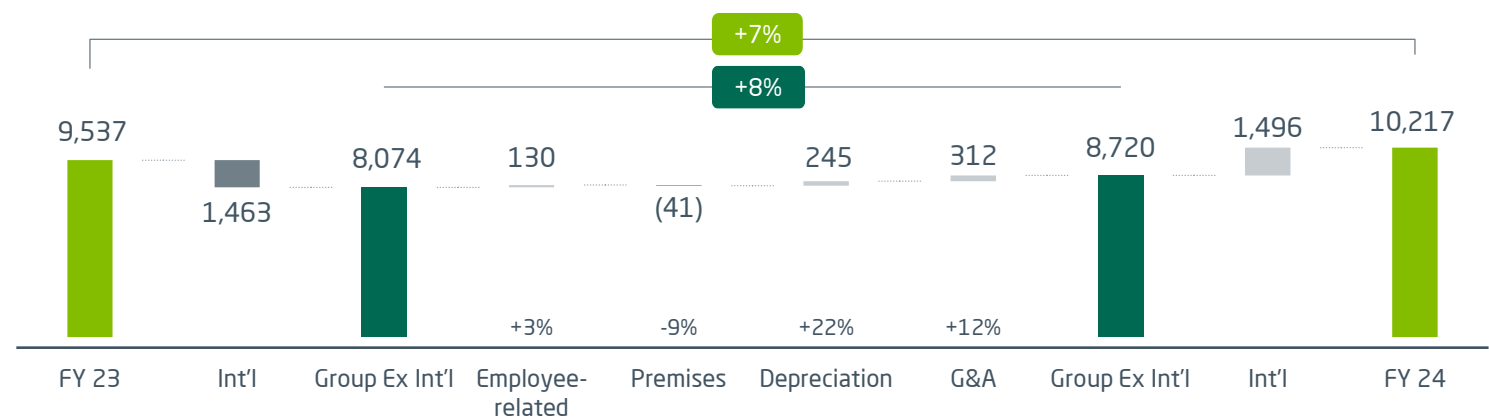


Investment-Related Income (SARmn)

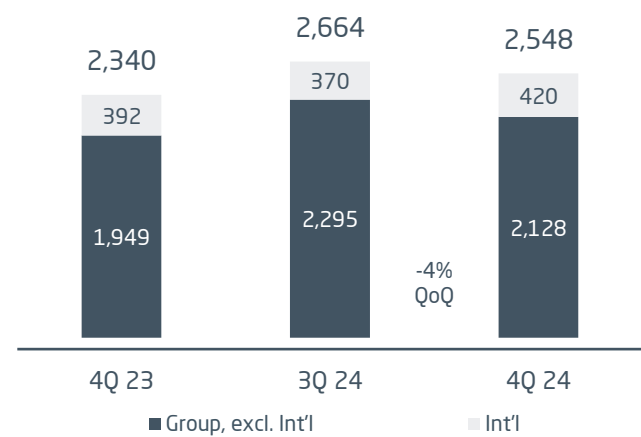


Operating expenses increased 7% YoY driven mainly by depreciation and general and administrative expenses

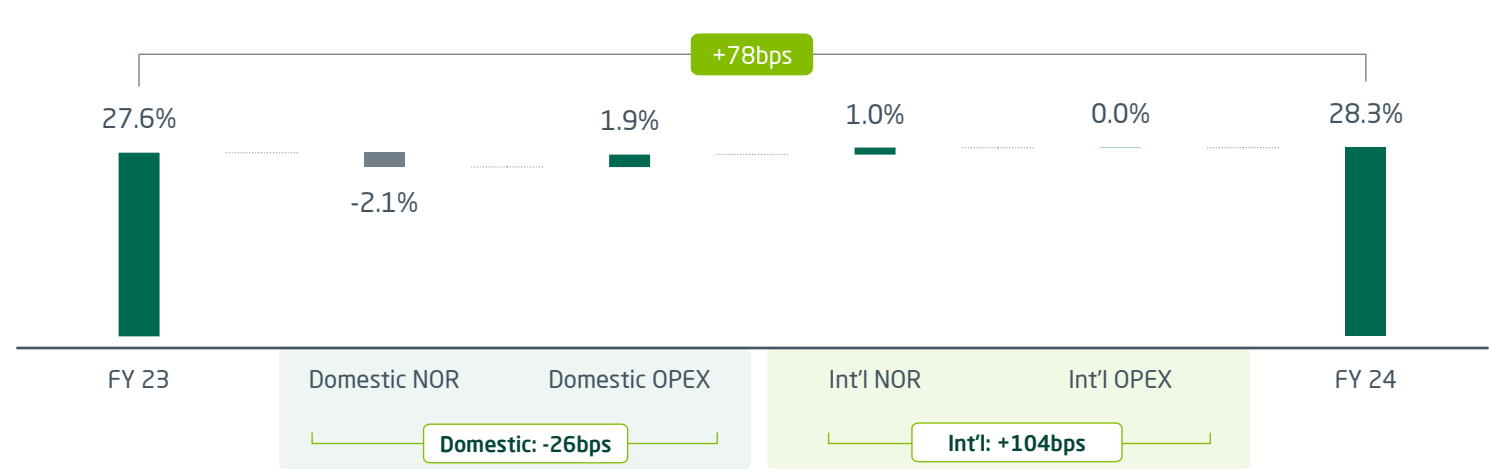
Total Operating Expenses, Excl Intangibles Amortization Movement YoY (SARmn)¹



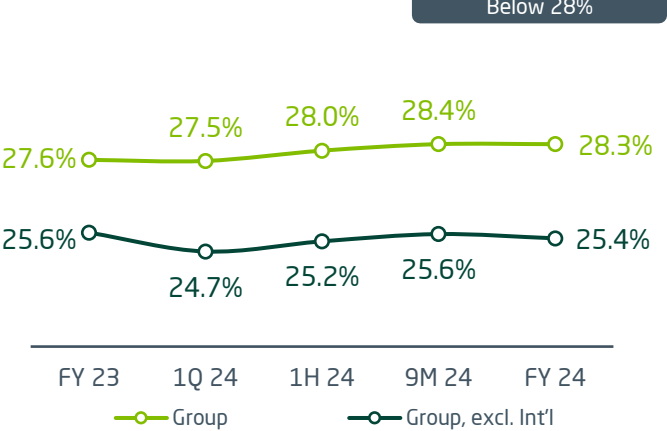
Operating Expenses (SARmn)¹



Cost to Income Ratio Movement YoY (%)¹



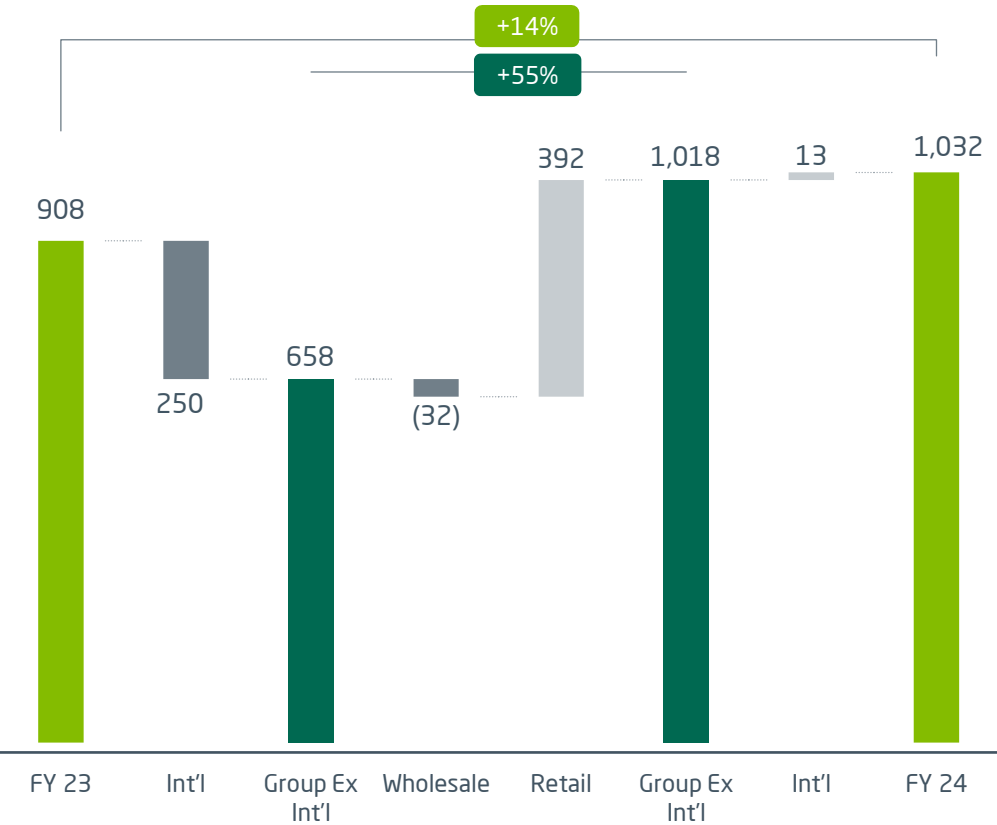
Cost to Income Ratio YTD (%)¹



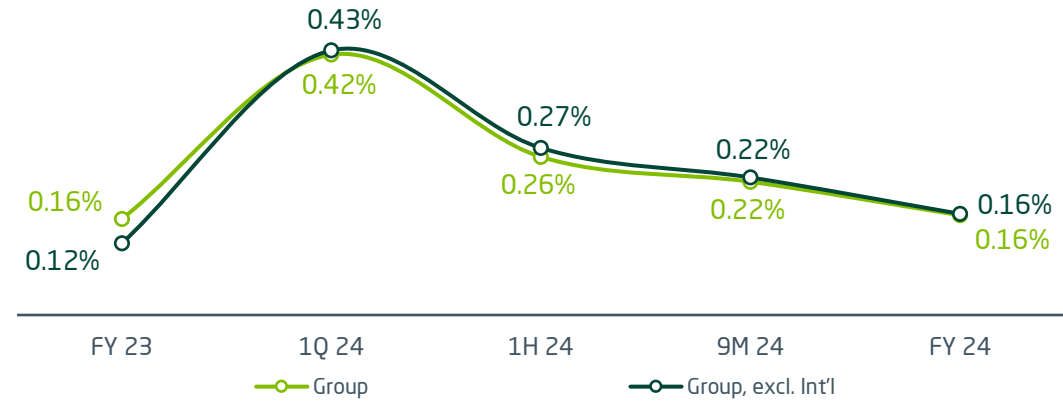
¹ Operating expenses and cost to income ratio exclude amortization of intangibles of SAR 820mn (2023: SAR 820mn)

Cost of Risk stable at 16bps as higher retail impairments were partially offset by a lower international charge

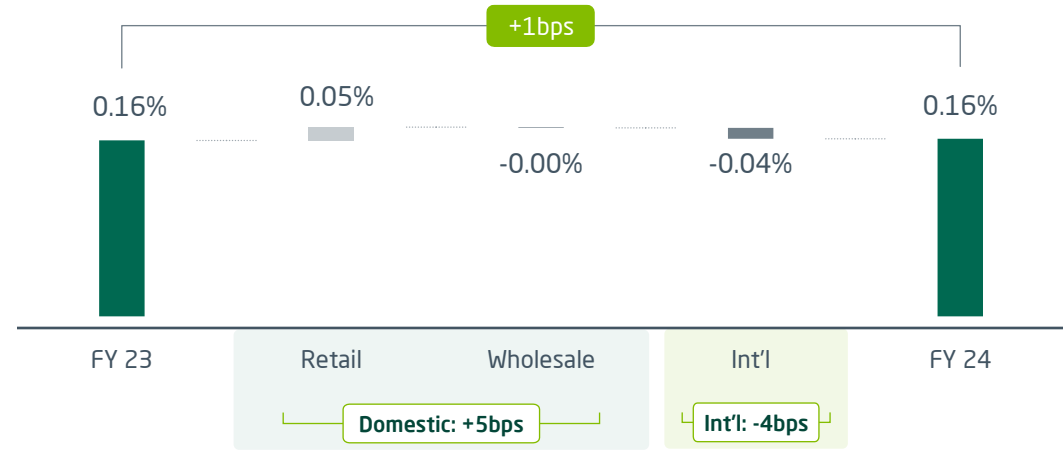
Impairment Charge For Financing And Advances Losses Movement
YoY (SARmn)



Cost of Risk YTD (%)¹

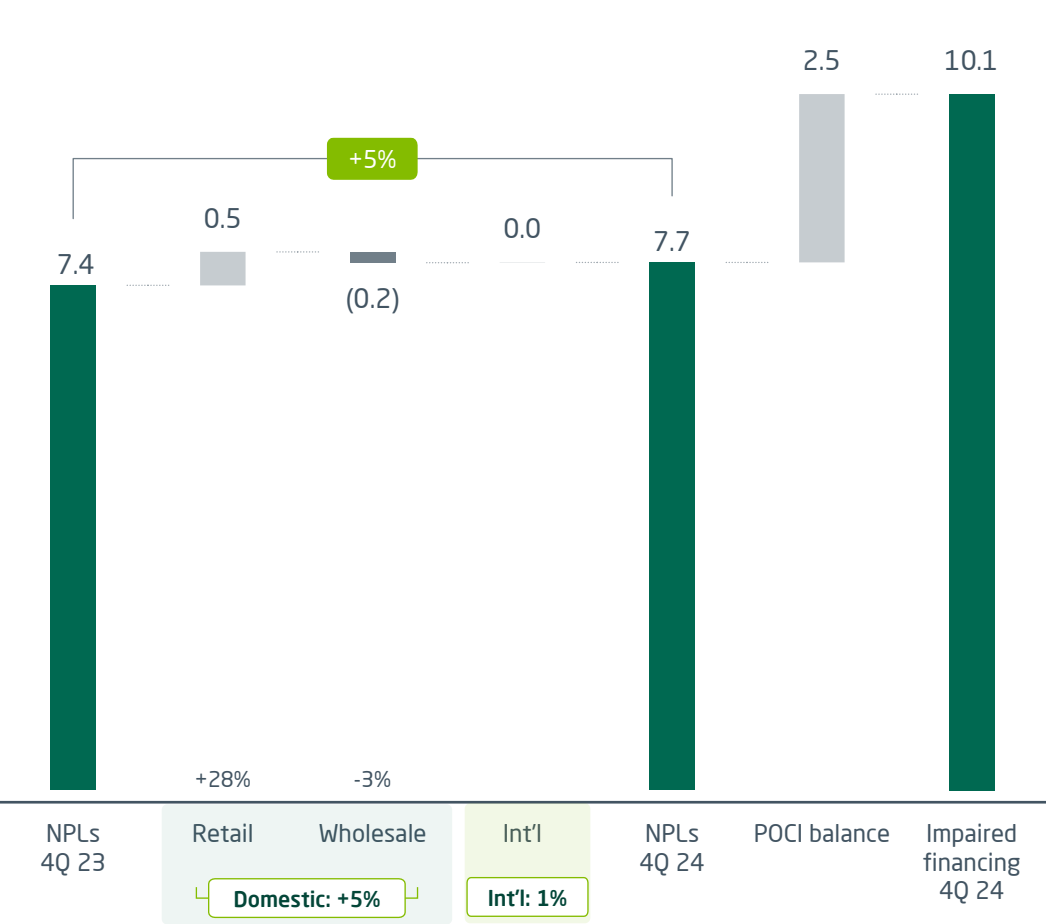


Cost of Risk Movement YoY (%)¹

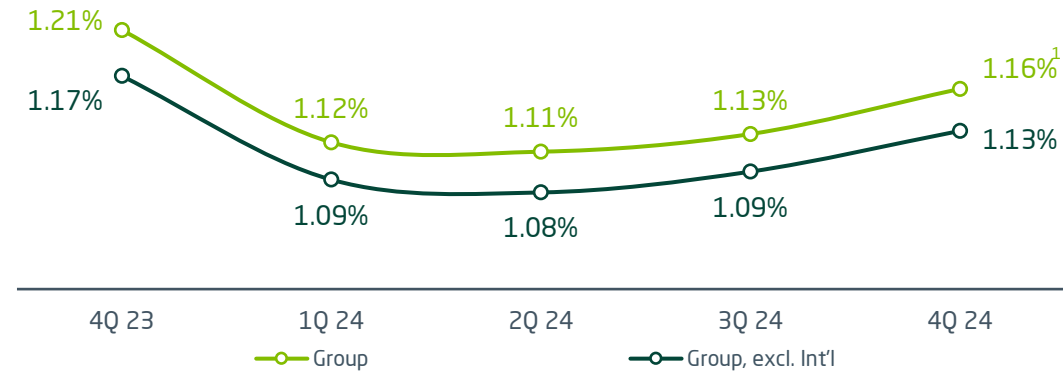


Asset quality remains stable, with stage-wise coverage updated through the reallocation of provisions

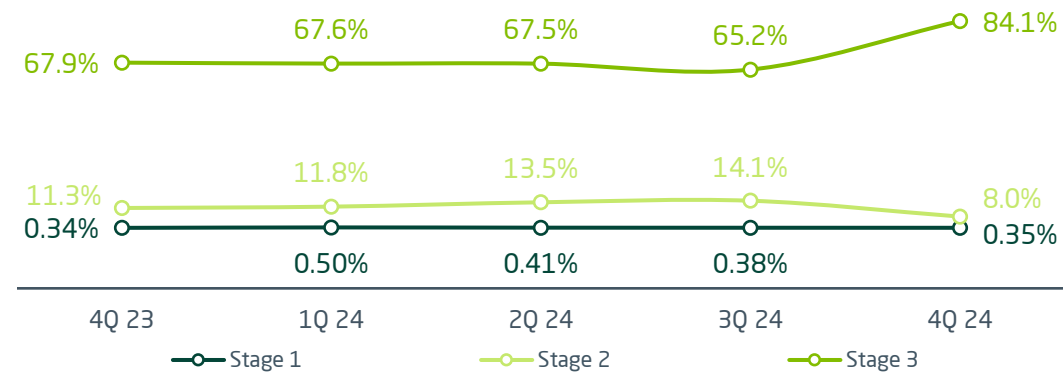
Credit Impaired Financing Movement YoY (SARbn)



NPL Ratio (%)

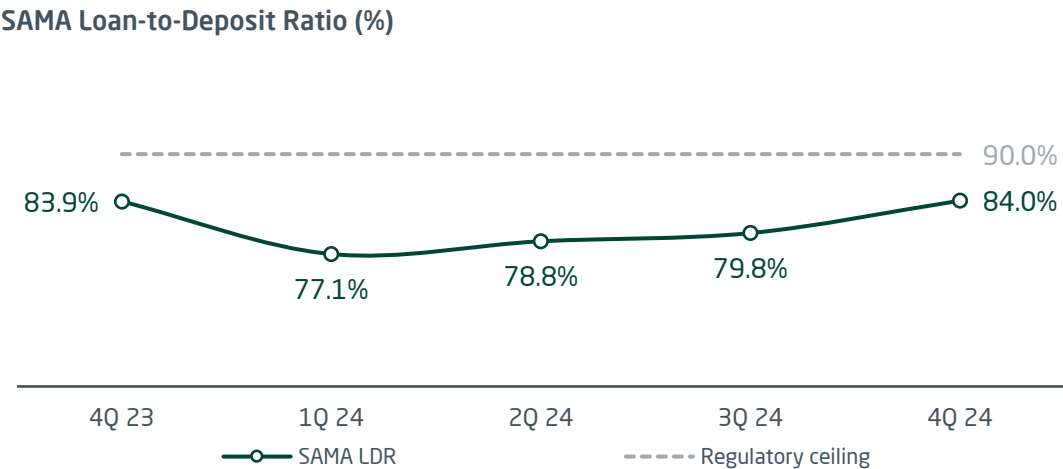
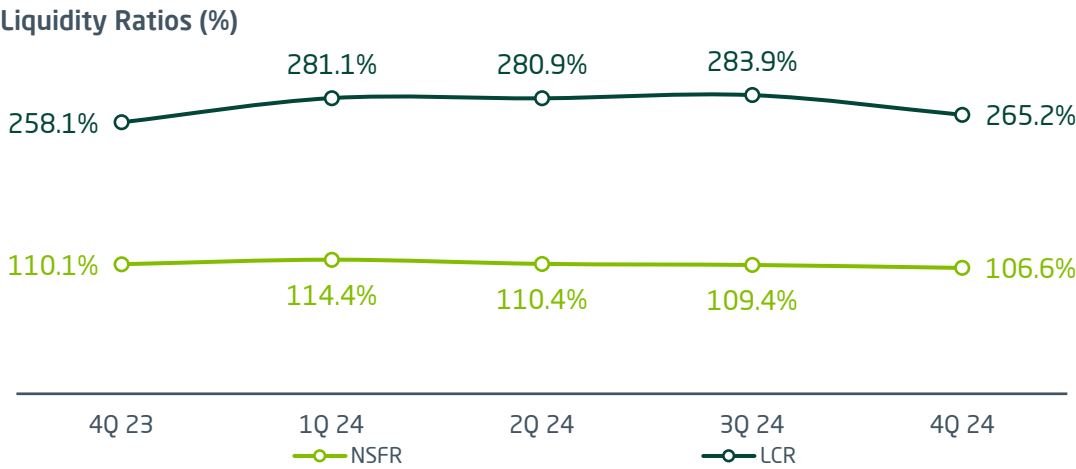
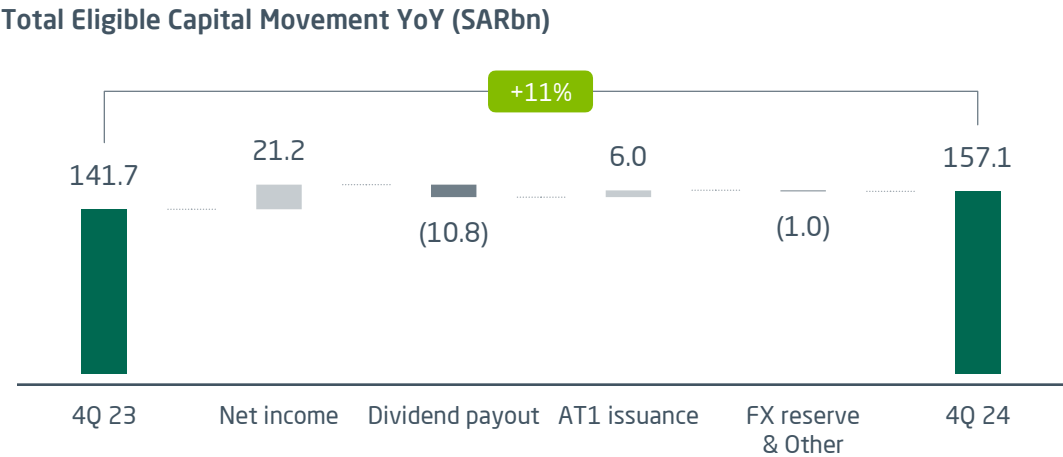
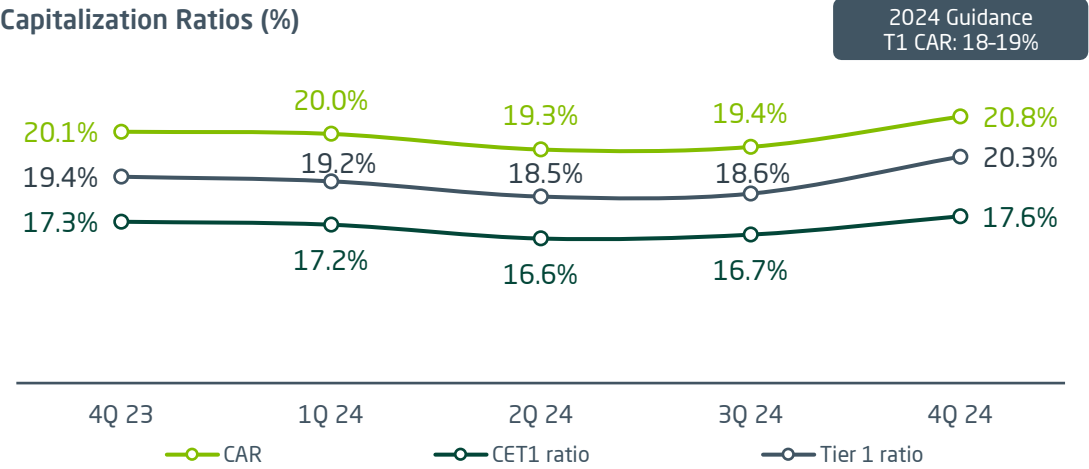


Coverage by Stage (%)



¹ Group including POCI : 1.53%

Capitalization improved as Tier 1 CAR surpassed 20%, supported by a SAR 6 billion AT1 Sukuk issuance and profit generation



Ambitious targets set for 2025, marking the launch of the new strategy

Macro-Economic Outlook ¹	FY 2024	FY 2025 ²	SNB Financial Guidance	FY 2024 Baseline	FY 2025 Guidance
Real GDP Growth	+1.2%	+3.6%	Financing Growth	SAR 654bn +9%	Low double digit
Non-Oil GDP Growth	+4.3%	+4.3%	NSCI Growth	SAR 27.7bn +3%	Mid-to-high single digit
US FFR	4.25-4.5%	3.75-4.0%	Group Cost to Income Ratio ³ Domestic Cost to Income Ratio ³	28.3% 25.4%	Below 28% Below 25.5%
Inflation	1.7%	1.8%	Cost of Risk	16 bps	10 to 20 bps
Avg Brent Oil Price / bbl	USD 80	USD 77	Tier 1 CAR	20.3%	19% to 20%
			ROTE ROTE Pre-Tier 1 Sukuk Cost	16.2% 16.8%	16% to 16.5% ~17%

Questions & Answers

4Q 2024



Additional Information



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