

Distinct competitive advantage through our long-term strategic partnership with HSBC

- We are the preferred choice bank for inbound and outbound multinational corporates and institutions, operating into or from the Kingdom
- We have internationally-tested best practices in core product groups
- We possess a focused Retail banking proposition with affluent Saudi nationals and expatriates
- We have a meaningful domestic franchise

The leading international bank in the Kingdom, through focus on:

- 1 Customer experience: best place to bank
- 2 People development: best place to work
- 3 Digital innovation: leading digital bank in the Kingdom
- 4 Maximizing our partnership with HSBC

Our businesses

Retail Banking and Wealth Management

Retail Banking and Wealth Management provides Shariah-compliant services and products to personal and private customers, through a range of market leading digital channels and a traditional branch network.

Corporate and Institutional Banking

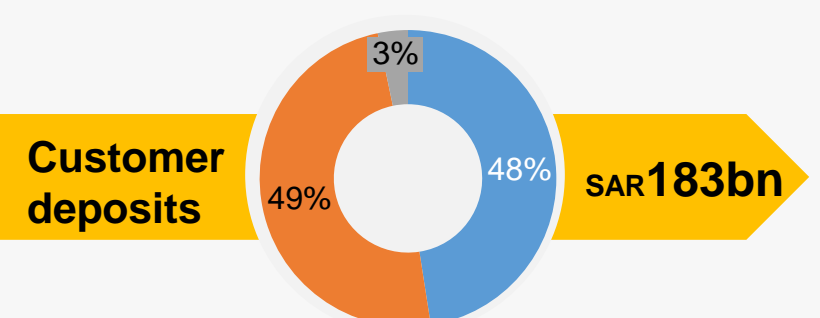
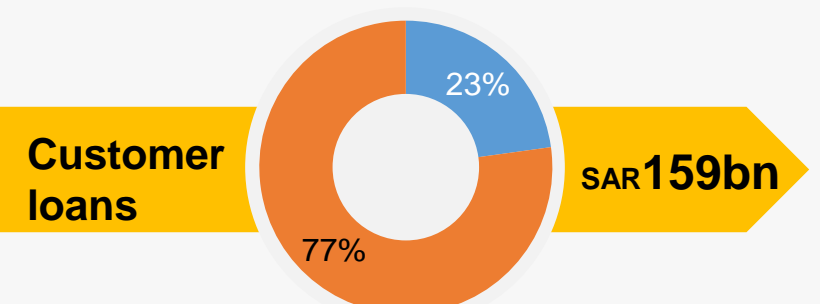
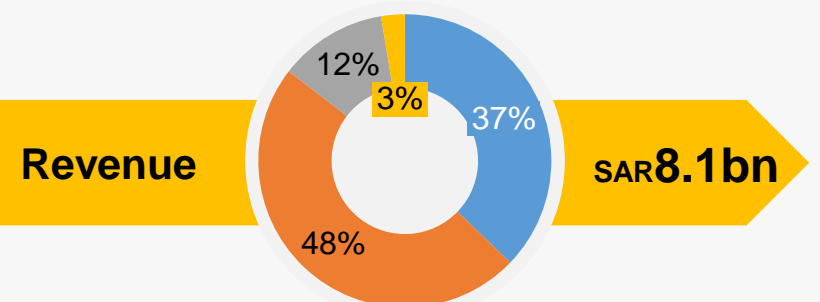
As one of the largest commercial banks in the Kingdom, we support a variety of clients from micro enterprises focused on the domestic market to large internationally focused enterprises.

Treasury

We provide corporate, institutional, retail and private banking customers with access to capital markets, foreign currency and rates management solutions. In addition, we manage the liquidity and market risk of the bank, including the deployment of the bank's commercial surplus through its investment portfolio.

9M19 key financials by business (pro forma)

■ Retail ■ CIB ■ Treasury ■ Other



#1

corporate bank
(by corporate revenue)

#1

trade finance
(c. 20% market share)

#4

retail bank
(by retail assets)

#3

bank
(by total assets)

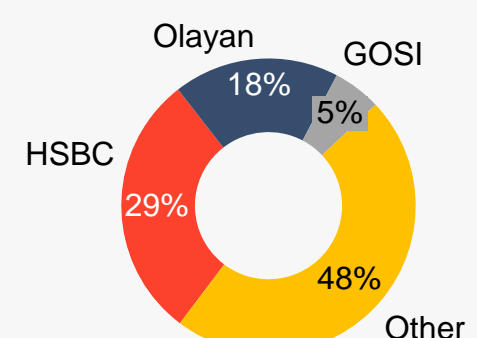
#3

bank
(by customer deposits)

Global
HSBC
alliance



Shareholder base



Source: Tadawul

The Kingdom of Saudi Arabia at a glance¹

The Kingdom of Saudi Arabia (KSA) is the largest country in the Arabian peninsula situated at the strategic crossroads of Europe, Asia and Africa



1. As of December 2018

Vision 2030

Vision 2030 is the blueprint for delivering the economic growth agenda for the Kingdom of Saudi Arabia.

The heart of the Arab and Islamic worlds

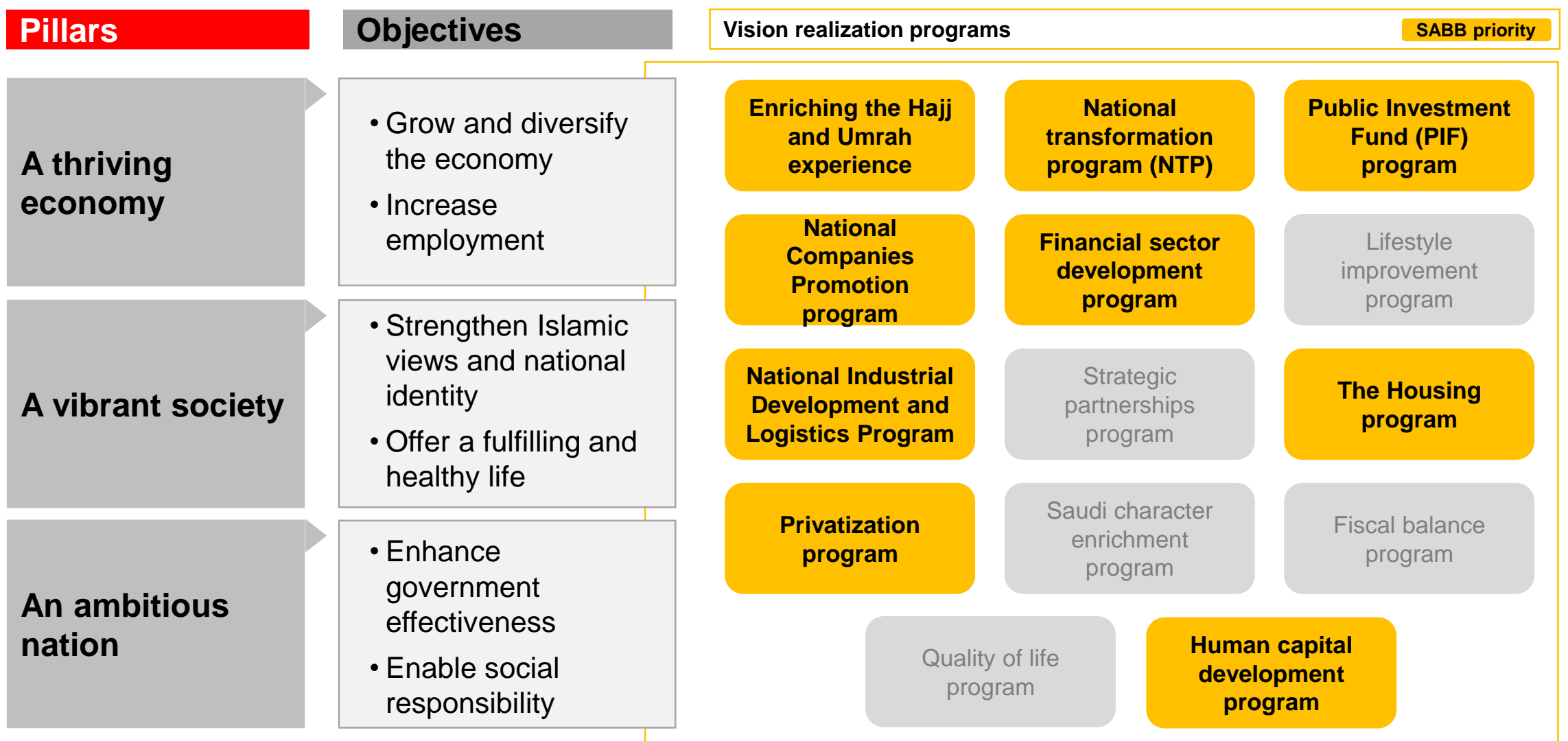
The investment powerhouse

The hub connecting three continents

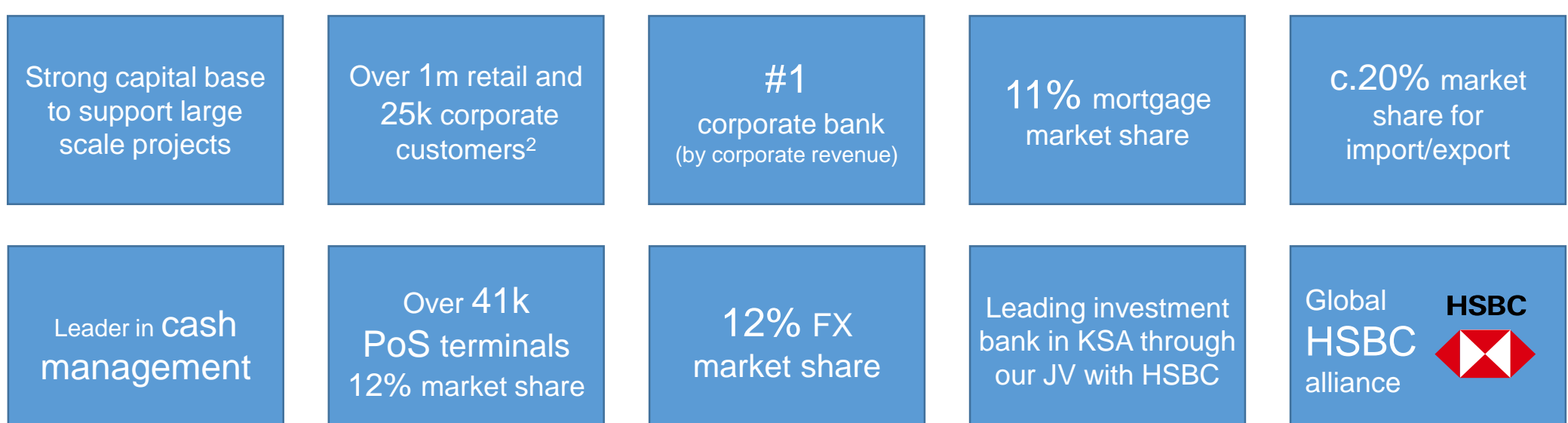


Key Vision target opportunities for SABB:

- Develop an advanced capital market
- Expand home ownership
- Grow international trade through non-oil exports
- Develop new commercial sectors
- Significant infrastructure build



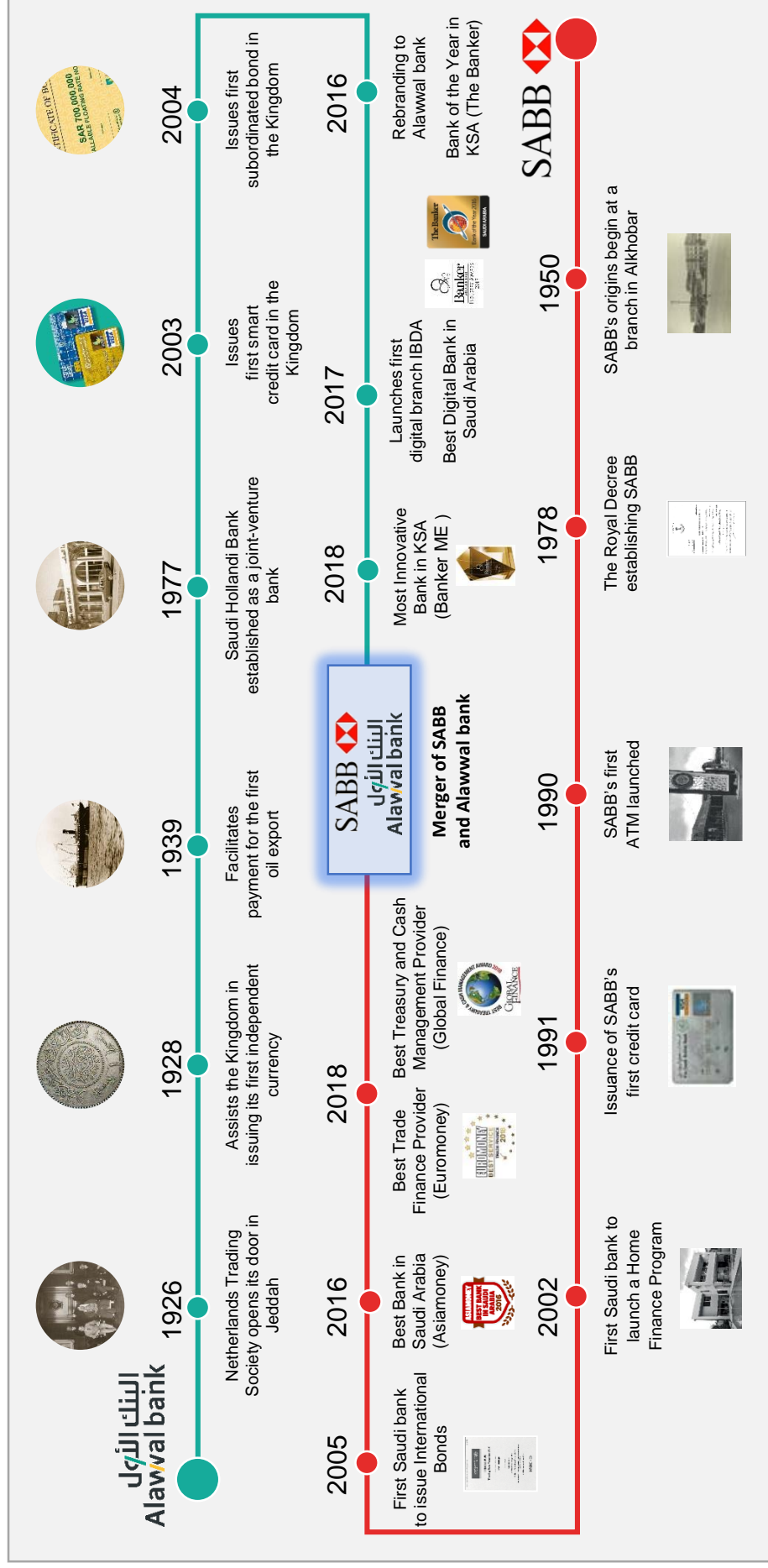
SABB positioning¹



1. As of 30 June 2019

2. based on current segmentation

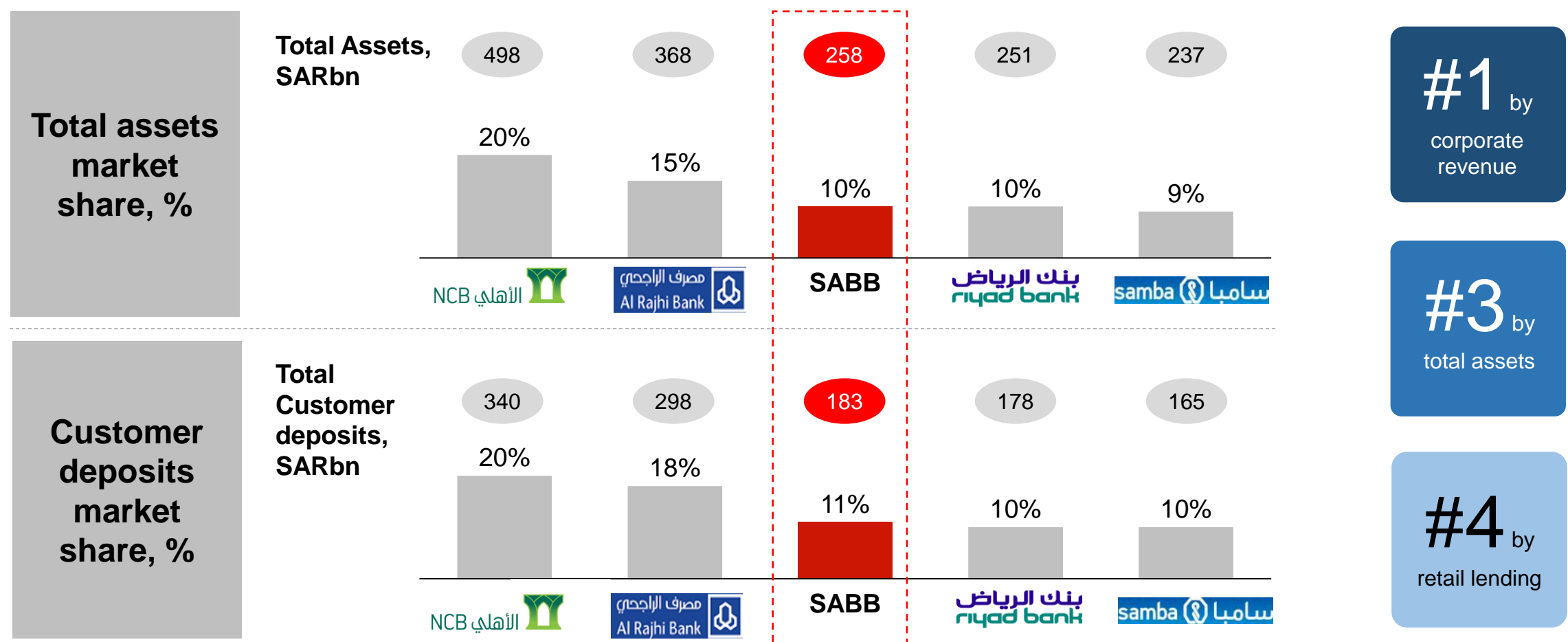
SABB and Alawwal bank merger: A proud heritage and the foundation for an exciting bank for the future



SABB and Alawwal bank merger – legal completion 16 June 2019

Top 5 Saudi Banks by total assets and total customer deposits

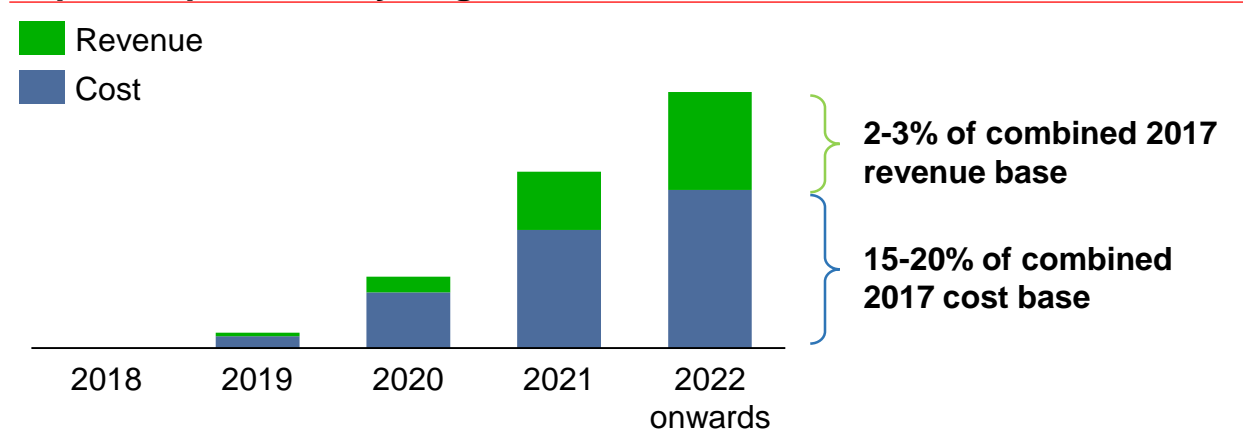
30 September 2019



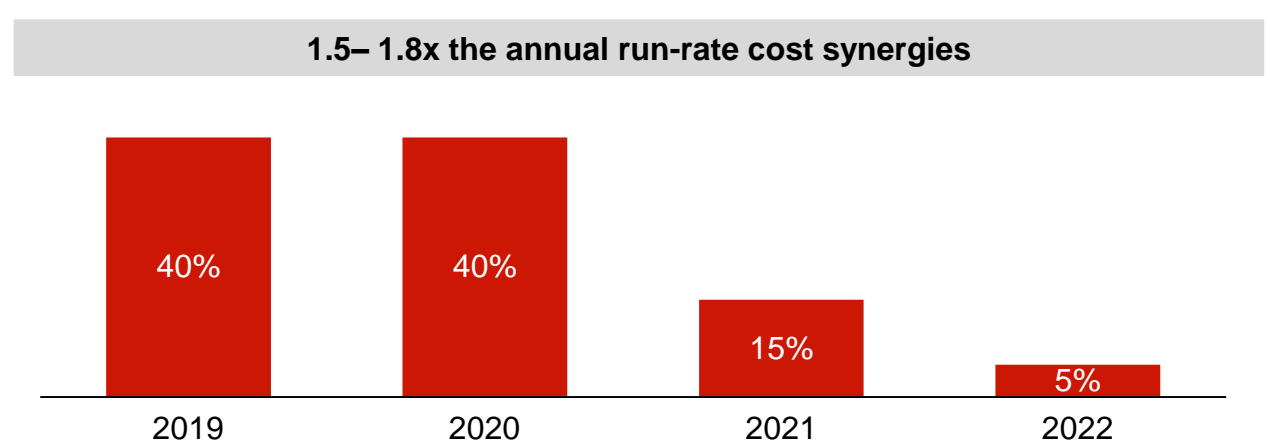
Creates value from scale and unlocking synergies

Cost synergies	Current guidance 15% - 20% of the combined cost base
Revenue synergies	2-3% of the combined revenue base
Integration costs	1.5 – 1.8x the annual run-rate cost synergies

Expected profile of synergies



Expected profile of integration costs



Board and governance



Chairman:
**Ms. Lubna
Suliman Olayan**

Ms. Olayan was a member of the board of Alawwal since 2004, and served as its Deputy Chairman. With wide-ranging experience in investments and operating companies, Ms. Olayan served as CEO of Olayan Financing Company for over 35 years, and presently chairs its ExCom, in addition to chairing the board of Olayan Saudi Holding Company. Ms. Olayan has been a member of the board of Schlumberger since 2011, and in 2016 she joined the board of Ma'aden. Ms. Olayan also sits on various domestic and international advisory boards.



Vice Chairman:
**Mr. Saad Bin A Muhsin
Al-Fadhli**



**Mr. Mohammed Bin
Omran Alomran**



**Mr. Khalid Bin Abdullah
Al-Mulhelm**



Managing Director:
Mr. David Dew



Mr. Stuart Gulliver



Mr. Samir Assaf



Mr. Stephen Moss



Ms. Maria Ramos



**Mr. Ahmed Farid Al-
Aulaqi**



Mr. Martin Powell

Senior management team



Managing Director:
Mr. David Dew

Board member and Managing Director of SABB since 2010 representing HSBC Holdings. Mr. Dew holds a Masters in Economics from Cambridge University, UK. Mr. Dew has considerable management and financial experience gained during a career spanning 40 years with HSBC in a number of regions and countries.



Mr. Majed Najm
Deputy Managing Director,
Corporate and Institutional
Banking



Mr. Naif Alabdulkareem
Deputy Managing Director,
Retail Banking and Wealth
Management



**Mr. Mohammed
Abdullatif Al-Shaikh**
Deputy Managing
Director, Treasury



Mr. Mathew Pearce
Chief Financial Officer



Mr. Faisal Jadu
Chief Human Resources
Officer



Mrs. Maha Al-Sudairi
Chief Compliance Officer



Mr. Richard Hinchley
Chief Risk Officer



Mr. Sami Al Mehaid
Chief Risk Officer
Designate

Summary of 9M19 Financial results

Pro forma income statement by business (comparison vs. 9M18)

By business, SAR million	Retail Banking	Corporate and Institutional Banking	Treasury	Other (including inter group eliminations)	SABB
Total operating income ('Revenue')	3,028 -%	3,924 4%	971 (20)%	212 >100%	8,135 -%
Operating expenses ¹	(1,574) (4)%	(938) (13)%	(171) (2)%	(367) >(100)%	(3,051) (19)%
Provision for expected credit losses ²	(408) (18)%	(1,931) >(100)%	(27) >(100)%	- -%	(2,365) >(100)%
Share of earnings for a joint venture	- -%	- -%	- -%	95 >100%	95 >100%
Net income before Zakat and tax	1,046 (11)%	1,055 (53)%	768 (28)%	(55) >(100)%	2,814 (38)%

- 9M19 includes SAR326m of merger-related expenses – these are considered temporary and will cease once the integration has completed
- Included one-off expected credit losses in respect of the acquired loan portfolio through the merger with Alawwal bank, and an increase in impairment charges for certain originated troubled corporate loan accounts, notably in the second quarter

3.2%
3Q19 pro forma NIM

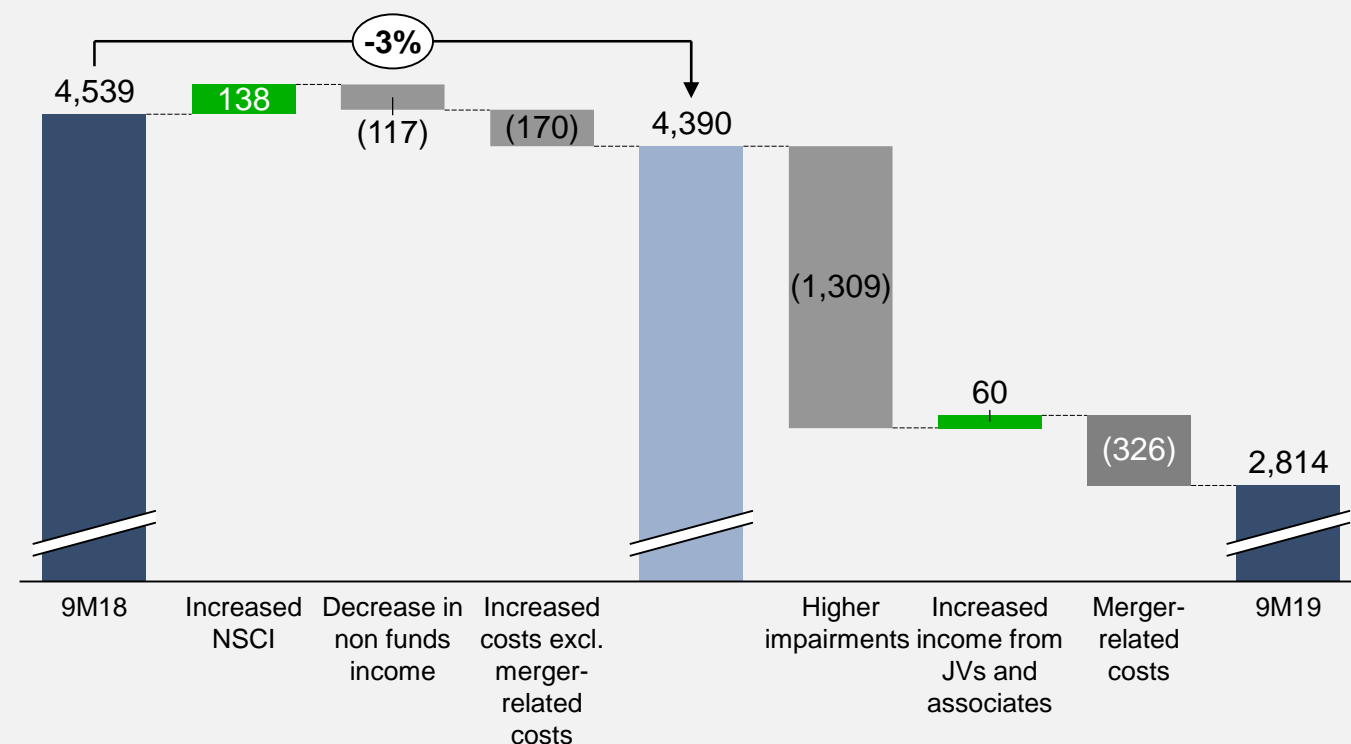
18.0%
Core Tier 1 ratio

225%
Liquidity coverage ratio

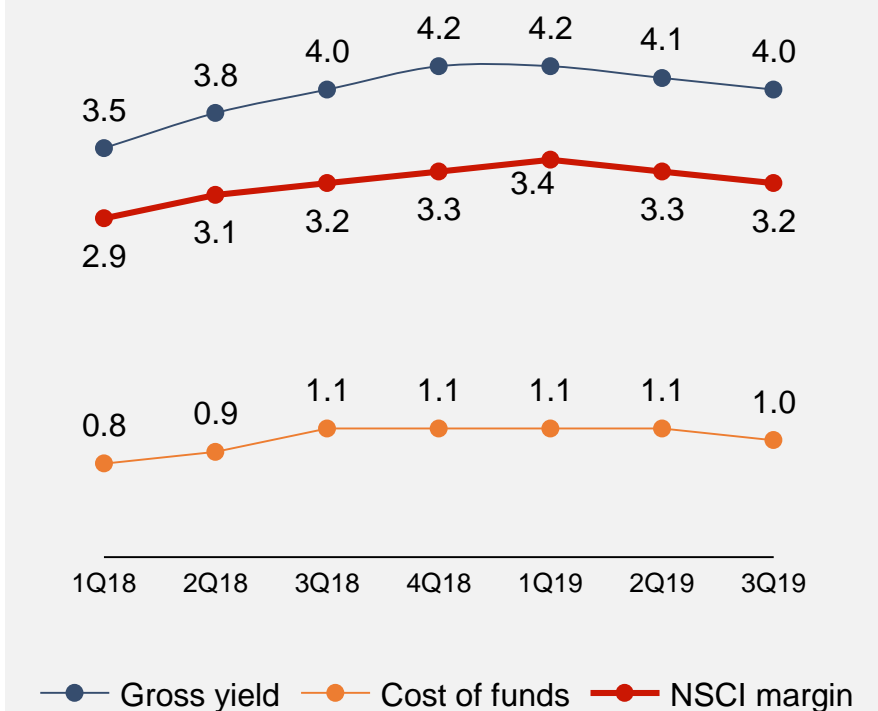
139%
Net stable funding ratio

66%
Demand as a % of total deposits

9M19 pro forma net income vs. 9M18

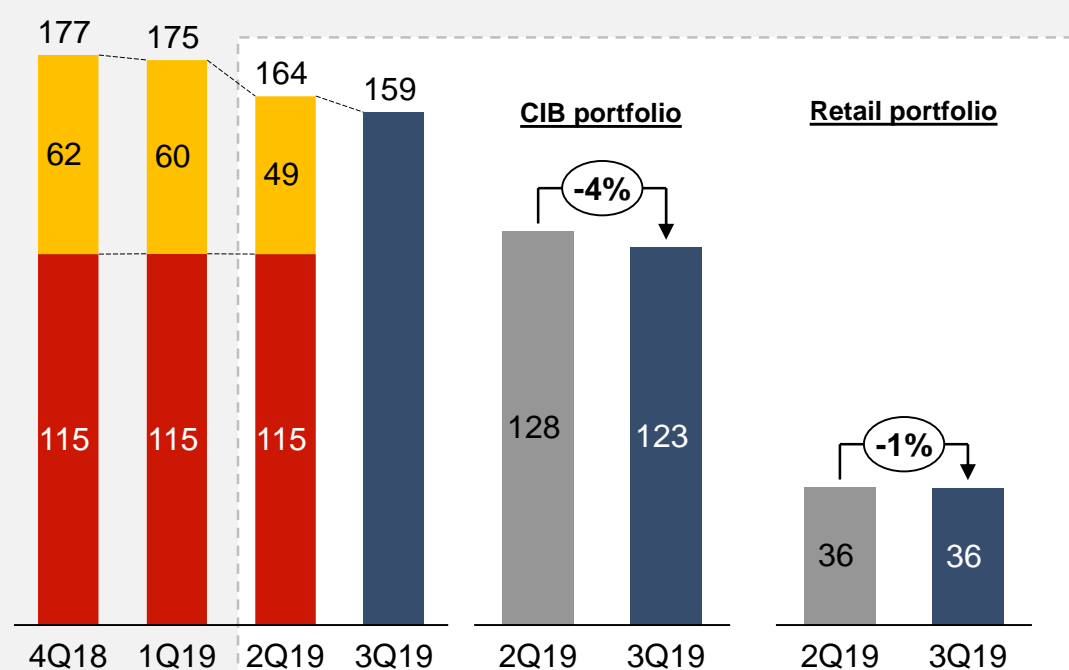


Quarterly NIM trend



Pro forma lending growth

■ AAB ■ SABB



Reported impairment charge (SAR million) and % cost of risk

