



FY 2023 RESULTS PRESENTATION

14 FEBRUARY 2024



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Discussion Summary



2023 has been another remarkable year of growth and profitability

Strong Financial Performance

\$369m Revenues +24% YoY

- Strong double digit growth supported by Contribution from Investment banking

\$102.9m Shareholder Profits +14.0% YoY

- 10% ROE

\$11.1bn Assets +14.0% YoY

- Ample liquidity with \$5.8bn Cash and Treasury Portfolio

21% CAR, 233% LCR and 148% NSFR

- Strong Capital and Liquidity metrics

Business Growth

Momentum in investment banking activity in Q4 2023 building on a strong first nine months of 2023, including:

- 8 investment banking business deals successfully closed in 2023.
- Well-timed exits from several investments including the sale of the Group's first diversified US Student Portfolio acquired in 2021 and the sale of proprietary investments in Bahrain
- Ongoing progress in the implementation of the Group's expansion and diversification strategy (Launch of GFH Partners Ltd)



Unwavering Strategic Focus

Robust Strategy to continue to make sustainable progress across our business

- including investment banking, commercial banking, proprietary investments and treasury to deliver additional value to shareholders
- Focus on GCC (UAE and KSA in particular) to leverage from industry expansion
- Continue to pursue further strategic acquisitions
- Continue to broaden & expand our investment portfolio in key global markets

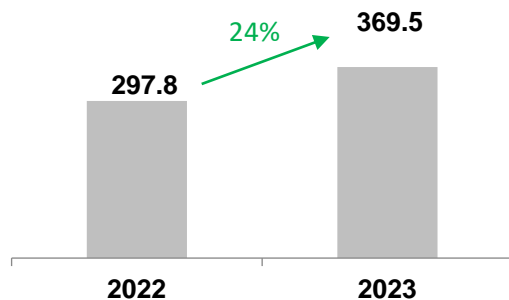
Continued in the Group

The credit rating reaffirmations by Fitch and CI

- are a vote of confidence in the Group's resilient business model, future-proof strategy and strong financial performance
- Continuous fund inflows with ~90% of the deposits rolled over

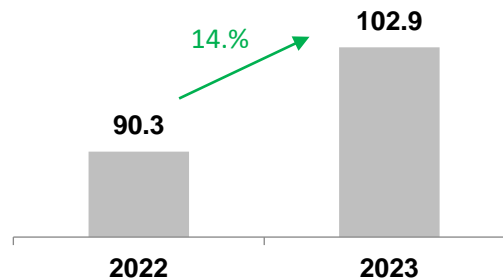
The Group continues to report strong growth in income and profits

Total Income \$m



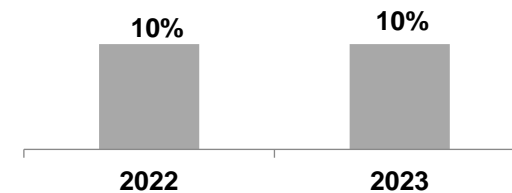
Strong growth in total income of 24%

Shareholder Profits \$m



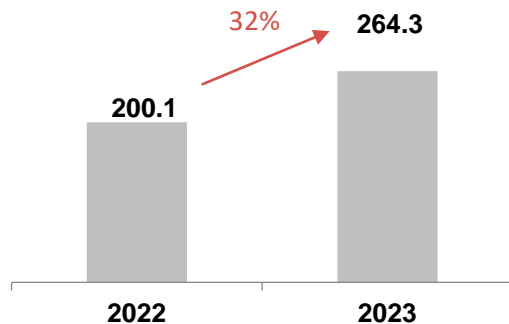
Recurring profits to shareholders growing by 14% YOY

ROE



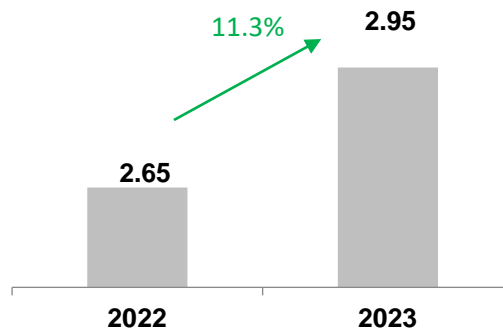
Recurring 10% ROE during 2022-2023

Total Expenses \$m



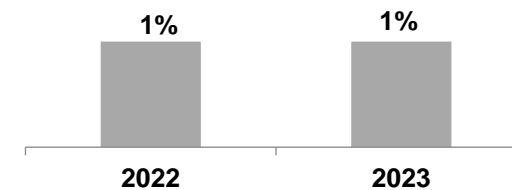
Strong performance despite higher YoY costs and provisions

EPS \$



11.3% YoY growth in EPS

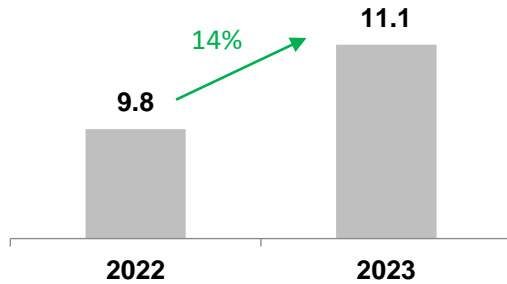
ROA



Consistent returns on the asset

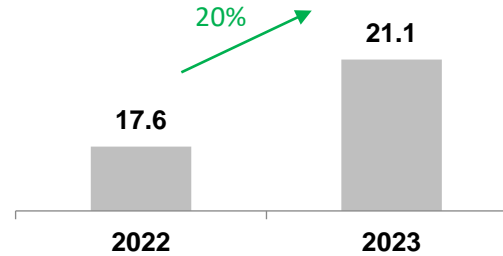
Strong Balance sheet and Capital Position

Group Assets \$bn



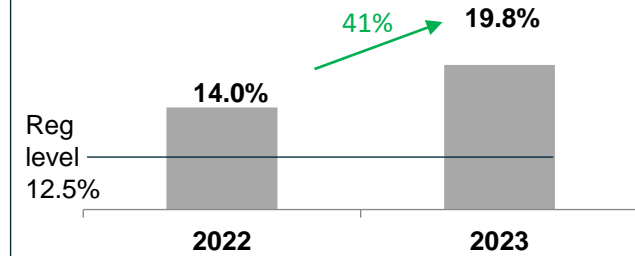
Expanding Assets base with half of the assets are cash & treasury portfolio

Group Assets & AuMs \$bn



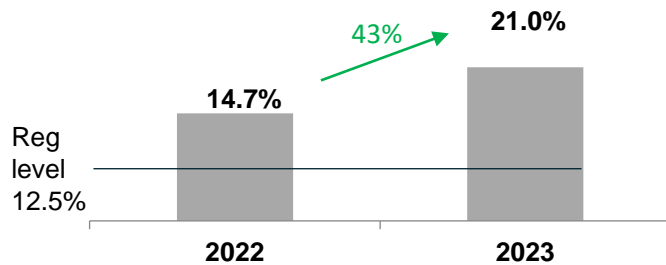
On track to achieve \$25bn target by 2025 by identifying income generating investments

CET 1



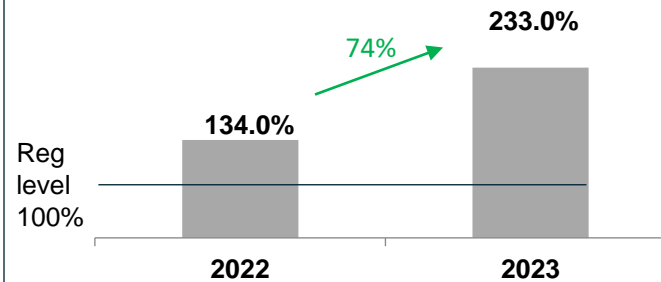
Strong and resilient capital Base with room for growth

Capital Adequacy Ratio



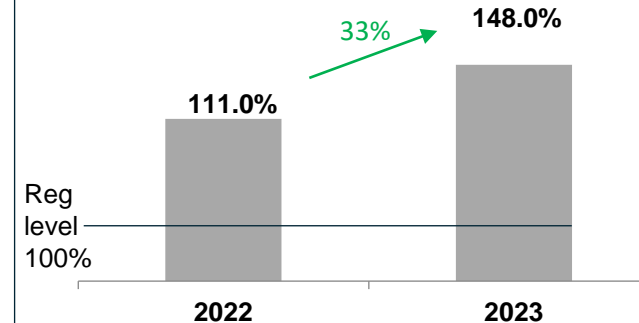
Strong and resilient capital Base with room

LCR



Strong liquid funds position

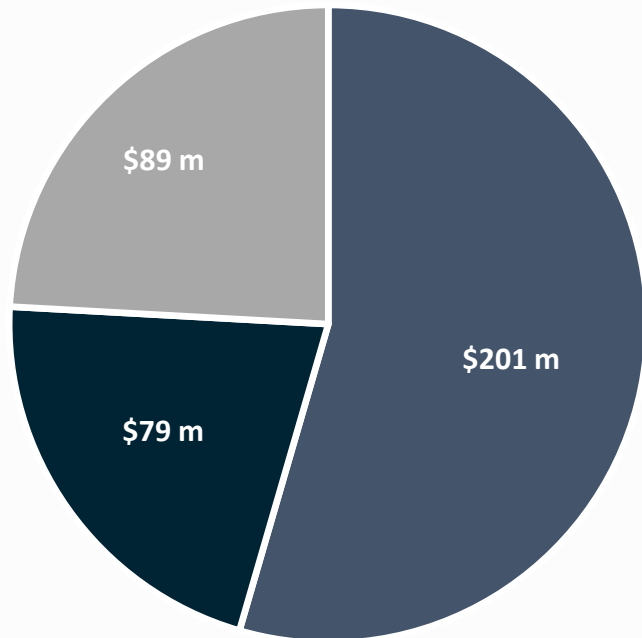
NSFR



Pro-active Balance sheet Management

Positive Contribution from all business lines

Revenue by Segment



- Investment Banking
- Commercial Banking
- Treasury and Prop

Key Highlights

Momentum in investment banking activity in 2023 with 8 investment banking business deals successfully closed in 2023:

- Healian Healthcare Partners Limited
- US Medical Clinics Portfolio III
- Saudi South Hospital
- Saudi Food Logistics (CEIC) Limited
- Student Housing III
- US Logistic II
- GCC Logistics Fund
- GFH US Real Estate Opportunistic Limited I
- US Logistics II
- Exit US Student Housing portfolio with 10.4% ROI to investors following 2 year investment period
- Exit prop investments; LPOD and Hotel development in AI Areen

Launch of GFH Partners, our specialist dedicated global real estate investment arm, currently has US\$6 billion in assets in its core markets, which includes market-leading asset managers in key sectors including logistics, student living and medical offices in the US and Europe

Positive Performance from the Group's Treasury and Prop Investment; while impacted by high interest rate, it remains to report significant contribution from total income ~24%

The Group's Commercial Banking business contributed steady income share YoY

GFH's Consistent Profitability has supported a stable dividend payout

The Board has recommended a total cash dividend of 6.2% on par value for our shareholders



Total Cash
Dividends

\$61m



Payout Ratio
of Net Profit

59%



Cash Dividend
On par value

6.2%



Cash Dividend
per share

\$0.016

GFH continued to implement positive initiatives furthering its commitment to ESG related practices

Associate Partnership with the World Economic Forum (WEF)

- In December 2023, GFH joined the World Economic Forum as an Associate Partner.
- This global status reflects our position as a major international player as well as a leading regional financial institution

Joined the Future Investment Initiative (FII) Institute

- The partnership will see GFH and FII Institute engage in a range of strategic activities aimed at advancing projects and initiatives that help shape a better world across the Institute's four key focus areas – Artificial Intelligence (AI) & Robotics, Sustainability, Healthcare, and Education

Contributions to agricultural development across the Kingdom of Bahrain

- The Group plant trees across a 2 km area in collaboration with the Capital Municipal Council and CleanUp Bahrain
- Aimed at raising awareness of the critical need for environmental preservation and its contributions to agricultural development across the Kingdom

Offering Internship Programme

- GFH's internship programme gave students from international K12 schools the opportunity to gain hands-on experience in the financial industry.
- During the programme, students were provided with on-the-job training within multiple departments in the Group
- The aim was to provide young individuals with exposure to the professional workplace to support them in pursuing their desired higher studies, and to help equip future generations with the necessary skills and experiences to succeed in their careers and contribute to national and regional development

Support sports and healthy life style programme

- The Group sponsored the prestigious Ironman event in Bahrain, demonstrating its support for sports and healthy lifestyles
- Partnering with World Aquatics to launch the region's first center of excellence for aquatic sports, the partnership broke ground on its state-of-the-art facility in Bahrain.
- GFH, in line with its efforts to help advance Bahrain's sports economy, sponsored the International Basketball Federation (FIBA) 3x3 Manama Masters, which was held during November 2023 for the first time in the Kingdom. Attracting athletes and spectators, the sponsorship was aimed to further national goals to bolster Bahrain's position as a key regional center and destination for sports tourism

Support the health and Social Impact sector

- GFH contributed to healthcare development in Bahrain, partnering to establish a specialized centre for prostate cancer treatment that utilizes robotic-assisted surgery systems, the first in the region to do so, emphasizing its dedication to diagnostic and therapeutic innovation in the local healthcare space.
- GFH in partnership with Smile Foundation organized a walkathon in Sep 2023 to support children battling cancer. The walkathon aimed to raise awareness and funds for the treatment and care of the brave little warriors

Backing Entrepreneurship in Saudi Arabia:

- GFH Capital S.A. partnered with Hope Ventures, the investment arm of the Hope Fund, in the production of its upcoming season of "Beban", an entrepreneurship-themed reality television.
- The partnership is supporting the expansion of the program's third season, into the Kingdom of Saudi Arabia and underscores GFH's commitment to the growth of entrepreneurship and to empowering aspiring and innovative founders and business models in line with Saudi's Vision 2030 development and economic diversification goals

GFH's notable industry recognitions in 2023

GFH continues to be recognized by the global financial industry for its innovative offerings and commitment to creating value for its investors and shareholders

The logo for Euromoney, featuring the word "EUROMONEY" in a bold, white, outlined font.

Euromoney

Market Leader in Investment Banking - Bahrain

The logo for Arabian Business, featuring the words "Arabian Business" in a bold, black, sans-serif font.

Arabian Business

100 Most Inspiring Leaders – Hisham AIRayes

The logo for The Banker Middle East, featuring the word "Banker" in a large, gold, serif font, with "MIDDLE EAST" in a smaller, gold, sans-serif font below it.

The Banker Middle East

Top Islamic Financial Institutions - Global

The logo for CEO Middle East, featuring the letters "CEO" in a large, black, serif font, with "MIDDLE EAST" in a smaller, black, sans-serif font to the right.

CEO Middle East

CEO of the Year: Financial Services – Hisham AIRayes

The logo for Global Finance, featuring the words "GLOBAL FINANCE" in a black, serif font, with a red underline under "FINANCE".

Global Finance

World's Best Islamic Investment Bank

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