# **Creating Value**

Our Vision 2025 strategy has allowed us to build a robust organization by focusing on **organic growth and leveraging our core strengths.** 

We maintained our focus and consolidated our strengths further in 2024 while managing the growth of our products and businesses. Staying true to our Vision 2025 strategy has allowed us to achieve results and create shared success for our clients, shareholders, and community.

We delivered solid growth across our core businesses: Asset Management, Investment Banking, Brokerage, and Securities Services. On a Group level, we focused on achieving key strategic objectives, including the fortification of more sustainable fee-based business streams.

the development of a wider geographical footprint with enhanced reach, and the provision of unparalleled client experiences. These objectives are backed by streamlined, end-to-end seamless operations, a robust governance framework, and digitalization to maximise efficiencies.

Strategy implementation is a dynamic process wherein ultimate results are a combination of both internal and external factors, given dependance on capital market activities and outlook.

USD/BN

Achieved a 28% CAGR over

5 years and 23% over 10 years.

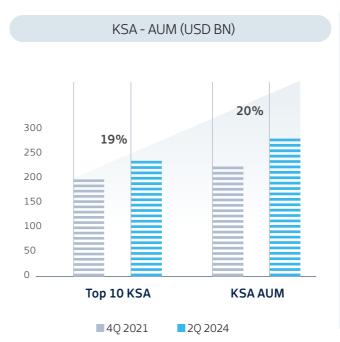
17.8 BD/MN

Core income grew from BD 9.7 mn in 2021 to a BD 17.8 mn in 2024.

### Maintained strong growth pace despite challenging markets and expansion to KSA



### SICO's AUM growth as a group has outpaced its KSA peer group by a significant margin





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#### **Expanded AM capabilities** across asset classes

- US Equity mandate and expanding market coverage (Morocco)
- Diversified and multi-asset mandates in Bahrain

## 2024 Strategic Achievements

### capital markets capabilities • Joint Lead Manager in a major

debt primary issue

Strengthened debt and equity

 Active mandates in advisory and equity IPO (Bahrain)

#### Launched new business lines

- Global markets trading platform
- Fractional bonds and thirdparty distribution



#### Built partnerships for enhanced market reach

- Third-party distribution and platforms
- Local partnerships for distribution



The bulk of our strategic focus in 2024 has been dedicated to organic growth and expanding our core capabilities, and we have successfully done so, particularly with our Asset Management and Investment Banking lines of business.

#### Digitalization



#### **Client Experience**

- One reputation and identical shared values
- Transformation in our digital platforms and client reports



#### Investing for Growth & Better Efficiency

- Improving and transforming existing businesses
- Building new business lines with centralised support



#### Agile Operating Model - Longer-**Term Focus**

- 3years+ clear financial goals
- Leaner organization structure
- Leveraging existing resources to improve profit margins



### Standardization

- Transferring governance, control, and accountability culture across the
- Unifying systems and digital platforms
- Talent acquisition and retention

Organic growth

Digitalization is an integral component of our transformation into a leading regional financial institution. The central objective of our digitalization initiatives is to enhance customer experiences, optimise operational efficiency, and foster a culture of innovation within the organization. Leveraging cutting-edge digital technologies, such as artificial intelligence (AI), data analytics, and cloud computing. We regularly review, enhance, and streamline our key business processes, enabling faster decision-making and improved agility in responding to market demands.

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