

SME Banking

We reshaped the SME experience in 2025 with a clear ambition: to become the most reliable and enabling banking partner for growing businesses. By simplifying credit journeys, introducing more flexible lending structures, and launching the iz Business digital channel, we made it easier for our partners to access capital, manage operations and scale with confidence.

These improvements, reinforced by Credit Loan Origination (eCLO) enhancements and AI-driven capabilities, strengthened our operating efficiency and sharpened our focus on what matters most, accelerating sustainable growth for SMEs across the Kingdom.



ﷲ 12.0 Bn 
SME financing portfolio
 (ﷲ 9.3 Bn in 2024)

+5,900 
Customers

8 
Dedicated SME financing programs

Redefining speed, flexibility, and scale for SMEs

In 2025, the SME Division delivered a decisive shift in how we serve and support our partners, anchored in a singular objective: making banking faster, simpler, and more responsive to the realities of SME growth. This focus on customer experience acted as the catalyst for broad operational progress, materially improving turnaround times for credit decisions and reinforcing our position as a reliable growth partner for SMEs across the Kingdom.

A cornerstone of this progress was the comprehensive upgrade of our internal Credit Loan Origination platform, eCLO. The enhancement significantly improved process quality, consistency, and transparency across the credit lifecycle. In parallel, we strengthened our Kafalah operations by establishing a dedicated, specialized team responsible for end-to-end management of guarantees. By actively overseeing issuance, renewal, and liquidation, this model reduced complexity, improved accuracy, and ensured smoother execution for SMEs relying on Kafalah-backed financing.

Strategic expansion also defined the year. We launched iz Business as a new digital channel designed to extend our reach and simplify access to financing and banking services for SMEs. This was complemented by a fundamental transformation of our lead-generation approach, with the integration of AI-driven models such as Next Product to Buy. These capabilities enable smarter matching between client needs and financial solutions, improving conversion quality and supporting more sustainable growth outcomes for both our partners and the Bank.

Strong growth driven by diversified programs and disciplined execution

SME Banking delivered solid financial and portfolio growth in 2025, supported by the expansion of program-based financing and continued momentum across traditional SME banking. As of year-end 2025, alinma was offering eight dedicated SME financing programs, collectively reaching ﷲ 3.6 billion funded outstanding. In parallel, the traditional SME Banking portfolio grew to ﷲ 8 billion in funded outstanding, reflecting sustained demand across a broad base of small and medium enterprises.

This diversified approach translated into consistent balance-sheet and income growth year on year. The SME financing portfolio increased from ﷲ 9.3 billion in 2024 to ﷲ 12.0 billion in 2025, reinforcing the division's role as a key contributor to the Bank's overall growth, reflecting stronger utilization, improved product mix, and higher client activity.

Liabilities reached ﷲ 2 billion in 2025, and the SME customer base grew from 5,400 to 5,956 customers. This expansion reflects both successful client acquisition and deeper engagement with existing SME partners.

Together, these results demonstrate the effectiveness of alinma's SME strategy in 2025, combining scalable financing programs, disciplined risk management, and targeted customer growth to deliver sustainable financial performance, while supporting the development of the Kingdom's SME sector.

Two complementary lending models, one unified SME strategy

SME lending at alinma is built on a dual-pillar model designed to serve businesses at different stages of maturity while maintaining disciplined risk standards and speed to market.

Our traditional lending proposition is tailored to established SMEs with a proven operating track record of at least three years and the ability to provide audited financial statements. Under this model, our teams apply rigorous financial and credit analysis to assess business stability, cash-flow strength, and long-term viability. This approach supports larger, more complex financing needs while preserving portfolio quality and prudent risk management.

Complementing this, our program-based lending proposition is designed to deliver greater flexibility and faster turnaround for growing and digitally enabled businesses. These solutions are built around pre-approved products that do not require audited financials, relying instead on alternative eligibility indicators such as point-of-sale proceeds, average current account balances, or e-commerce transaction history. This model enables newer enterprises with strong revenue momentum to access financing efficiently, supporting entrepreneurship, innovation, and financial inclusion across the SME ecosystem.

SME Banking continued

Partnerships and solutions that accelerate SME growth

In 2025, alinma SME strengthened its ecosystem through targeted partnerships and solution-led innovation designed to expand access to finance, improve speed to market, and enhance overall service quality for business owners. We renewed our collaboration with Monsha'at to continue supporting entrepreneurship and SME development across the Kingdom, and renewed our agreement with the General Syndicate of Cars to serve Hajj transportation companies, reinforcing our role in supporting priority national sectors. We also signed a new guaranteed financing agreement with the Environmental Fund, broadening access to credit for SMEs operating in sustainability-linked and environmentally focused activities.

A central milestone of the year was the launch of iz Business, the first end-to-end automated financing journey for SMEs. This digital channel transformed how clients engage with the Bank by enabling faster onboarding, streamlined credit processing, and a fully digital experience from application to disbursement. It significantly reduced friction across the financing lifecycle and set a new benchmark for SME banking convenience and efficiency.

Enhancing customer experience was further supported by the introduction and refinement of eight distinct lending programs. These programs were deliberately structured to address different business profiles, financing tenors, and sector-specific needs. By aligning products more closely with each client's operating model and capital requirements, we ensured greater relevance, faster execution, and a more personalized banking experience. Together, these initiatives strengthened our value proposition for SMEs and reinforced alinma's position as a long-term growth partner for businesses at every stage of their journey.

Recognition that reinforces leadership

In 2025, alinma's focus on empowering SMEs and strengthening the Kingdom's entrepreneurial ecosystem was reflected in two significant external recognitions. The Bank was named Best SME Bank – Saudi Arabia at the MENA Banking Excellence Awards 2025 under the Retail, SME, and Digital Banking category, affirming its leadership in delivering innovative, accessible, and growth-oriented banking solutions for small and medium enterprises.

At the same time, alinma received the Endowment Sector Support Award from Kafalah, recognizing its contribution to supporting the endowment sector and enhancing its role in sustainable economic and social development. Together, these recognitions underscore alinma's commitment to responsible growth, impactful partnerships, and long-term value creation for the SME sector and the wider economy.



SME in 2026

In the year ahead, we will sharpen our SME strategy by introducing industry-focused, bundled solutions that reflect the specific operating realities of priority sectors and sub-sectors. Our approach will combine financing, transactional services, and advisory support into coherent propositions tailored to distinct business models, growth stages, and cash flow profiles.

At the same time, we will refine our SME risk appetite framework at a sector and sub-sector level, enabling more precise credit decisions that balance growth with portfolio quality. This evolution will allow us to support a broader range of SMEs with greater confidence, faster execution, and solutions that are better aligned with how businesses actually operate and scale.



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SME Banking continued

SME as a cornerstone of alinma's 2030 Strategy

As alinma advances toward its 2030 Strategy, the SME division will play a central role in delivering primacy among domestic-oriented clients and supporting the Kingdom's economic transformation. Small and medium enterprises are the backbone of local growth, job creation, and innovation, and our ambition is to move beyond traditional lending to become the long-term strategic partner of choice for this vital segment.

Our approach is anchored in a clear shift from product-led banking to ecosystem-led partnership. By combining tailored financing, advanced digital capability, and sector-specific insight, the SME division will contribute directly to alinma's objectives of sustainable growth, customer primacy, and disciplined value creation.

Tailored innovation and evolved risk intelligence

A core pillar of our SME strategy is the move away from one-size-fits-all banking. We will develop industry-focused bundled solutions that integrate financing with transaction banking, cash management, and trade services, ensuring SMEs receive offerings aligned with their operating realities and growth trajectories. In parallel, we are evolving our risk appetite by leveraging deeper sector and sub-sector data, allowing us to support high-potential businesses that may fall outside traditional risk models, while maintaining portfolio quality and resilience.

AI-driven personalization and intelligent platforms

Digital will remain a primary growth engine for SME banking. We are building a next-generation digital corporate platform designed to act as the central financial interface for SME clients. By embedding AI and generative AI capabilities into cash management, trade finance, and advisory journeys, we will deliver predictive insights, automated workflows, and personalized experiences that help clients anticipate needs, manage liquidity, and operate with greater confidence and efficiency.

A modern, hybrid coverage model

While technology leads enablement, relationships remain foundational. Our future coverage model blends digital efficiency with human expertise. Relationship Managers will be supported by specialized product sales teams to provide deeper technical insight when required, while digital-only offerings will serve more standardized needs. This hybrid model allows clients to engage with alinma in the way that suits them best, combining accessibility, expertise, and seamless execution.

Through these initiatives, the SME division will be a key driver of alinma's 2030 Strategy. By uniting sector intelligence, advanced analytics, and flexible service models, we are positioning alinma as the trusted partner for the enterprises that will shape the Kingdom's next phase of growth.



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