



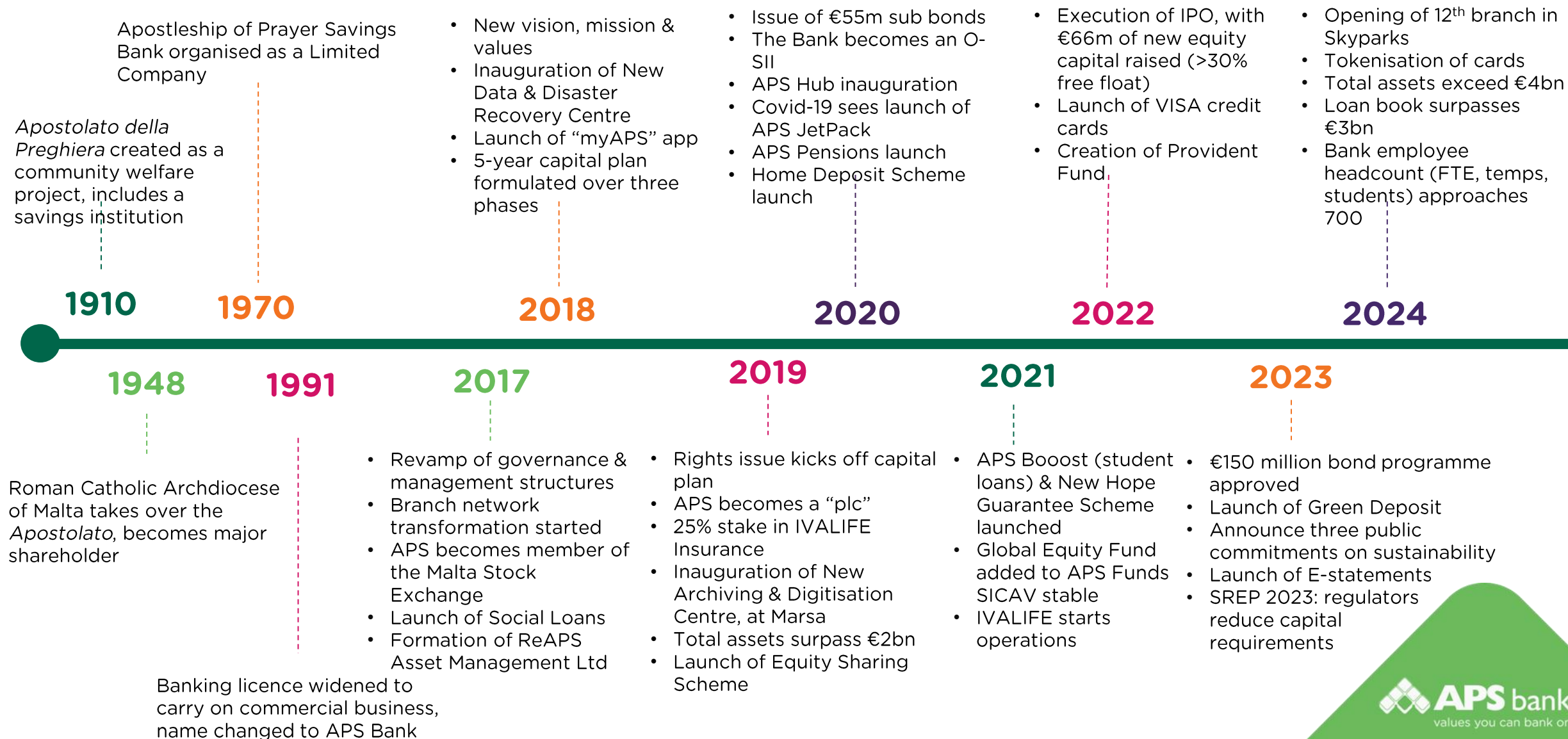
Values you can bank on

Annual General Meeting - 8 May 2025

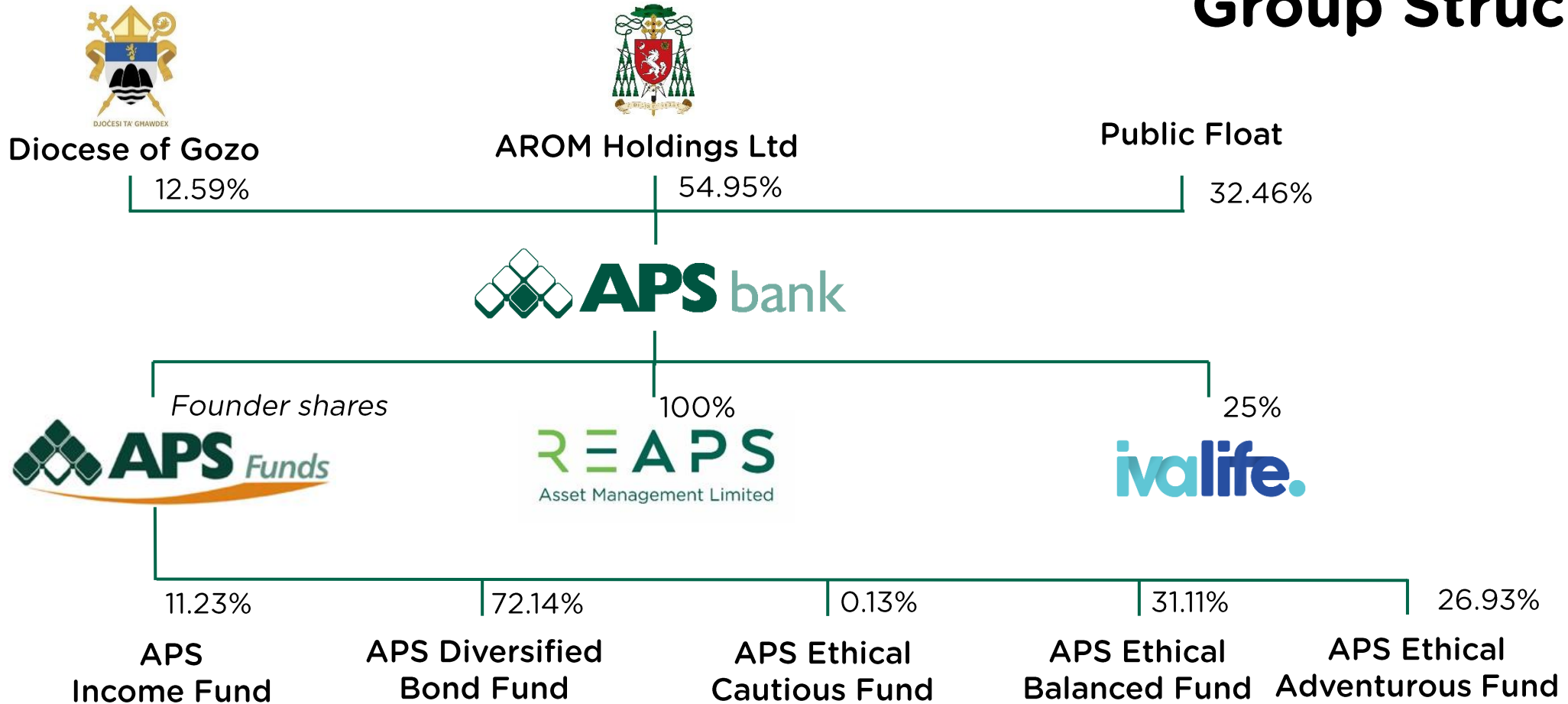


Who we are

115 Years of APS Bank



Group Structure



APS Funds Sicav

- Incorporated in 2008 as a Multi-fund investment company (SICAV)
- Umbrella of 5 funds, the most recent being the APS Ethical Adventurous Fund

ReAPS

- Incorporated in 2016, 100% owned subsidiary of APS Bank
- Close to €700m assets under management

IVALIFE

- Incorporated in 2019 as a joint-venture with Atlas, GasanMamo and MaltaPost, each with 25% holding
- Licensed for both Class I and III long term business of insurance

The Bank's Purpose

Vision

To be **the** community bank in Malta

Mission

Making the banking experience simpler and more personal, inspired by our commitment to social, economic and environmental progress, while providing our stakeholders with opportunities to grow

Excellence

Elevate every effort

Authenticity

Genuine connections, meaningful impact

Passion

Own it, love it, lead it!

Inclusion

Unite in diversity

Contemporary

Strive and thrive

Our four key business areas

Retail banking

- Home & personal loans
- Green & social loans
- Deposit accounts
- Cards & mobile banking

Investment services

- Investment management & advisory
- Discretionary portfolio management
- Funds & pensions
- Sustainable investing

Commercial banking

- Loan & overdraft facilities
- Green financing
- Everyday banking
- Acquiring services

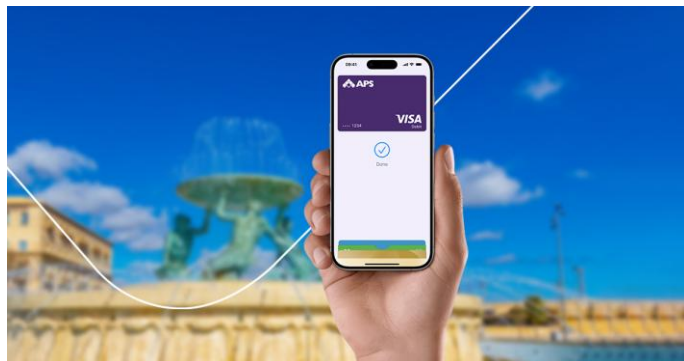
Syndications & trade

- International corporate exposures
- Tradeable assets on secondary market
- Sectorial diversification
- ESG opportunities



Building our long-term vision of being **the Community Bank in Malta** by focusing our actions and initiatives on these four strategic pillars, while also expanding our efforts to extend business offshore

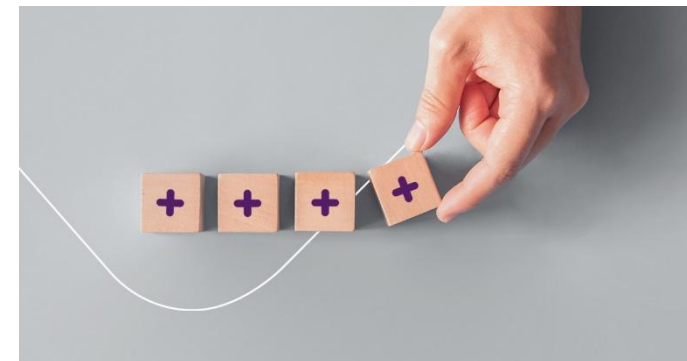
A selection from our recent value propositions



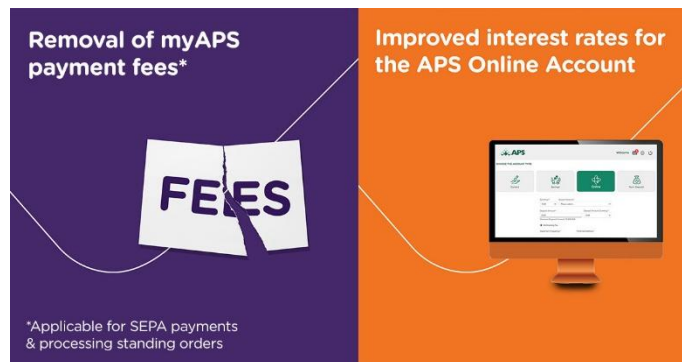
Google Pay & Apple Pay



LoanUp



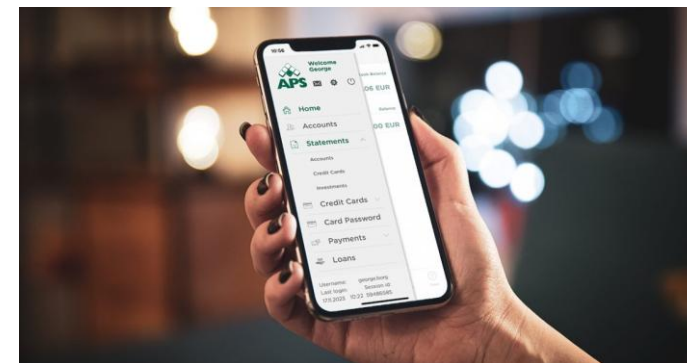
Kapital Plus suite



Removal of charges on online SEPA payments



MDB co-lending business loan



Improved experience on myAPS including investments section



A bank for the nation

Employer of choice



623 full-timers
90 temps and interns



57%
Female workforce



29
Nationalities



35 years
Workforce average age



15,000+
Training hours in 2024



75%
Employee engagement score



280+
Academically qualified



Training



Wellbeing



Recognition



Diversity

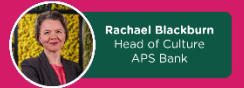
For everyday banking



"We supported over 1,200 green projects worth more than €100 million."



"In 2024, we supported close to 200 CSR projects and received more than 250 submissions for our 2025 CSR call."



"We supported 100 families in 2024 to purchase their homes through collaborations with the Housing Authority."



"Over 23,000 customers use our investment, pension and insurance services."



"We captured more than 40% of the market share for new home loans in 2024."

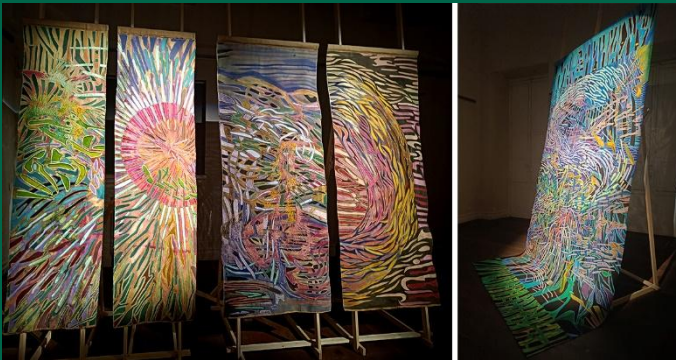


A beating heart: Arts

Emergent



Talent



Exhibitions

Culture



MCAST KampuSajf



Concerts

Heritage



Fondazzjoni Patrimonju Malti



Heritage

A beating heart: Society

Sport



Sports - competitive



Sports - camps

Financial



Financial literacy



Publications

Wellbeing



Health



APS talks

A beating heart: Sustainability

Environment



Sustainability



Circular economy

Inclusion



Diversity & inclusion



Refugees

Philanthropy



Impact investing



Donations



2024 in brief

A year of all-round growth ...



Personal
customers

92,000

+13%



Business
customers

4,500

+29%



Investment
customers

7,000

+17%



myAPS
users

70,000

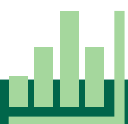
+21%



Asset
growth

€4.2bn

+14%



Card
transactions

8m

+30%



Happy Score
Index

Top 20%

of industry average



Home loans
opened

2,400

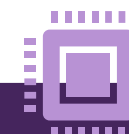
+4%



Term deposits
opened

18,400

+16%



Technology
investment

+13%

... and of many milestones

"We have delivered 41 APS talks on a wide range of topics, promoting lifelong learning in the community."

 **Rachael Blackburn**
Head of Culture
APS Bank



"Customers can add their APS cards to Apple or Google Wallet."

 **Anthony Buttigieg**
Chief Banking Officer
APS Bank



"We created a Competency Framework to define role-specific competencies and address training gaps."

 **Ray Bonnici**
Chief People Officer
APS Bank



"Our General Terms & Conditions have earned the Crystal Mark, an internationally recognised award for clarity."

 **Zoltan Horvath**
Head of Propositions
APS Bank



"In 2024, 30,000 customers shared feedback, helping us improve our services and customer satisfaction."

 **Scott Lee Holloway**
Head of Customer Experience, APS Bank



"Leading on sustainability is a responsibility to drive lasting change in Malta. This commitment continues to shape our strategy, governance, and daily operations."

 **Liana DeBattista**
Chief Strategy Officer
APS Bank



"In 2024, we invested €1.7 billion with international banks."

 **Marvin Farrugia**
Head of Asset Liability Management, APS Bank



"29% increase in business customers in 2024."

 **Mario Gauci**
Head of Commercial
APS Bank



"Over 23,000 customers use our investment, pension and insurance services."

 **Kenneth Genovese**
Head of Investment Distribution, APS Bank



"We have supported 600 families in buying their homes through collaborations with the Housing Authority."

 **Liana DeBattista**
Chief Strategy Officer
APS Bank



"The Bank has been recognised as an AI Leader by two multinational consultancy firms."

 **Ronald Psaila**
Head of Business Solutions, APS Bank



"We implemented automation tools to streamline operations, reduce manual tasks, and enhance efficiency."

 **Jonathan Caruana**
Chief Technology Officer, APS Bank



"We have modernised our technology to deliver data and applications that meet growing demands."

 **Dione Stephan Gravino**
Head of IT Infrastructure & Operations, APS Bank



"In 2024, we supported over 180 CSR projects and received more than 250 submissions for our 2025 CSR call."

 **Rachael Blackburn**
Head of Culture
APS Bank



"We financed over 350 green projects in 2024."

 **Matthew Swain**
Head of Sustainability
APS Bank



"In 2024, we received over 6,000 job applications."

 **Kenneth Azzopardi**
Head of Human Capital, APS Bank



"Over 500 voluntary organisations bank with us."

 **Simon Micallef**
Head of Customer Profiling, APS Bank



"We enhanced the Bank's Transaction Monitoring solution for greater efficiency and effectiveness."

 **Cynthia Borg**
Head of Financial Crime Compliance & MLRO, APS Bank



"Our employees participated in over 250 training courses and conferences for their professional and personal growth."

 **Elaine Calleja**
Head of Career Development, APS Bank



"Use of robotic processes is saving us hundreds of thousands of euros."

 **Ronald Psaila**
Head of Business Solutions, APS Bank



"In 2024, we invested €1.7 billion with international banks."

 **Marvin Farrugia**
Head of Asset Liability Management, APS Bank



"Over 10,000 new personal customers in 2024."

 **Aaron Mifsud**
Chief Technology Officer, APS Bank

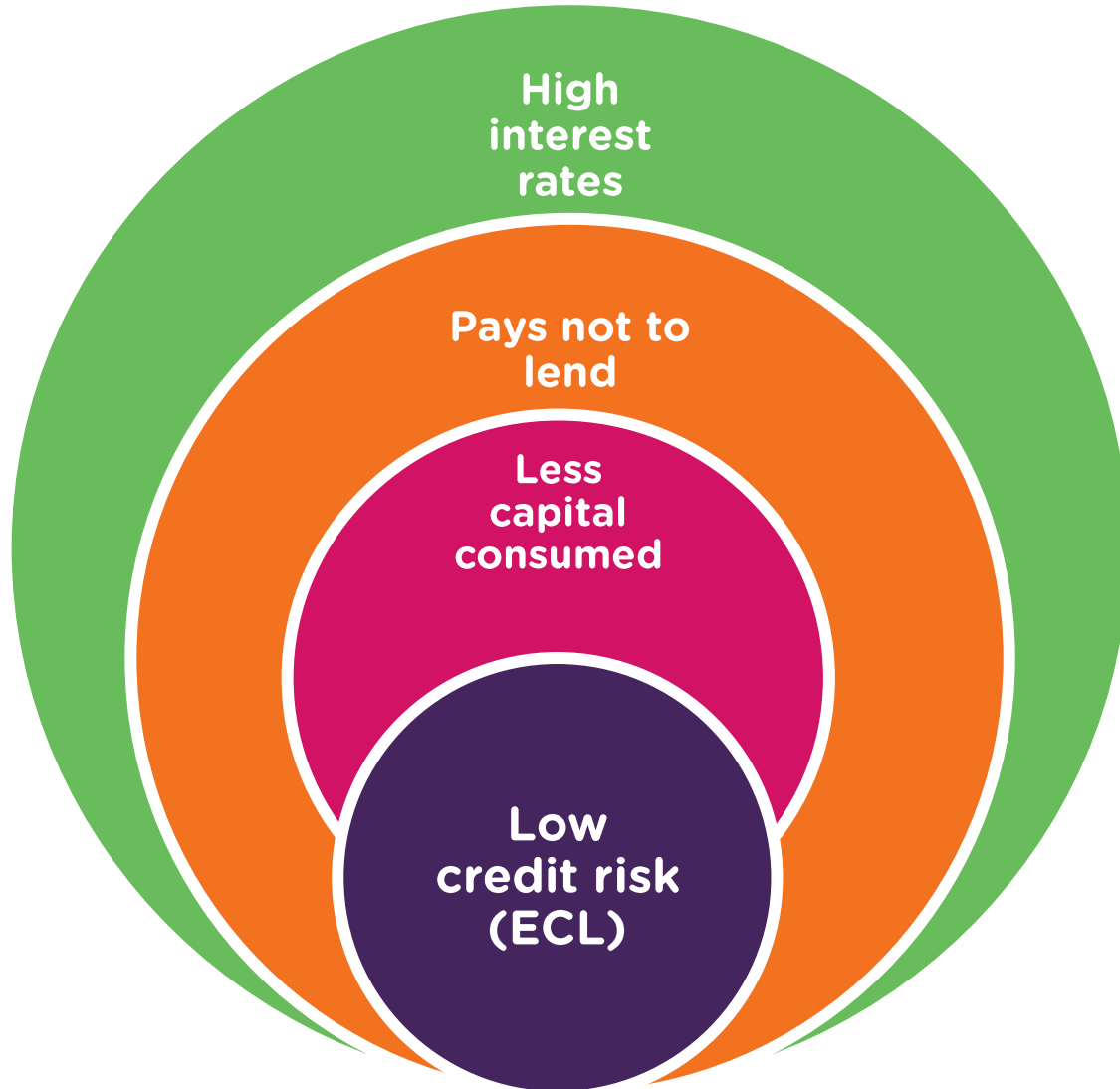


"Technology investment grew by 13% in 2024."

 **Jonathan Caruana**
Chief Technology Officer, APS Bank



Record growth ... and profits?



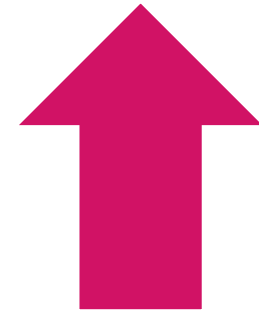
What challenged
our business model
in 2024 ...



**Narrowing
of NIM**



**Funding
cost
pressures**



Robust operating fundamentals, margin compression driving lower net income

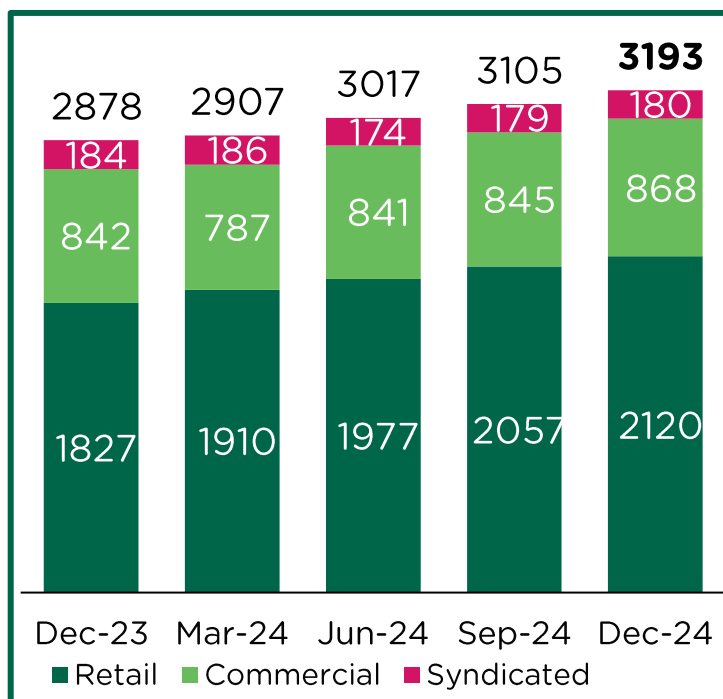
	BANK		GROUP	
€m	Y2023	Y2024	Y2023	Y2024
Net interest income	72.2	63.7	73.6	65.5
Net fee income	7.3	7.8	8.3	8.9
Other operating income	2.2	2.7	0.5	1.9
	81.7	74.2	82.4	76.3
Net gains/losses on financial instruments	1.0	1.0	3.1	0.9
Property revaluations	-	5.7	-	5.7
Operating income	82.7	81.0	85.5	82.9
Operating expenses	(51.4)	(55.5)	(52.6)	(56.9)
Net impairments	(3.5)	(3.0)	(3.5)	(3.0)
Results from associates	-	-	0.9	0.8
Profit before tax	27.8	22.5	30.2	23.8
Tax	(9.6)	(5.5)	(9.6)	(5.6)
PROFIT AFTER TAX	18.2	17.0	20.6	18.2

*Some totals may not tally due to rounding

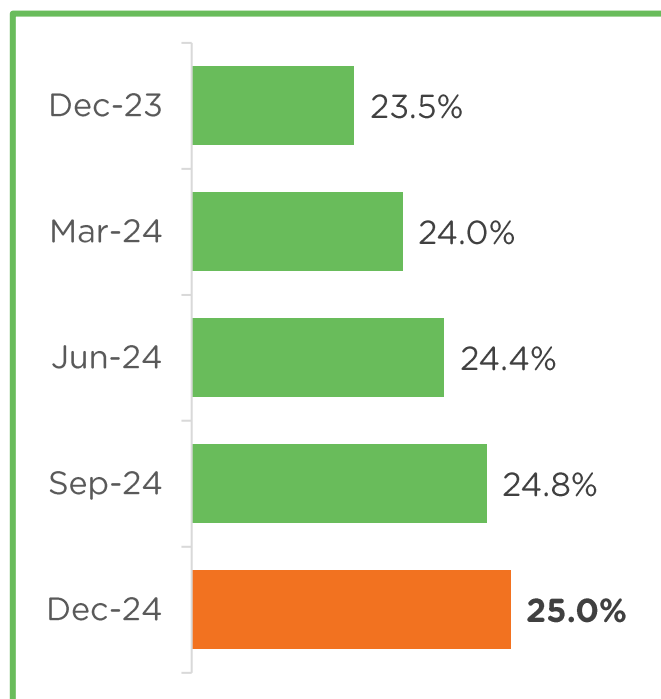
Strong growth in loan portfolios, becoming Malta's 2nd largest retail & commercial lender



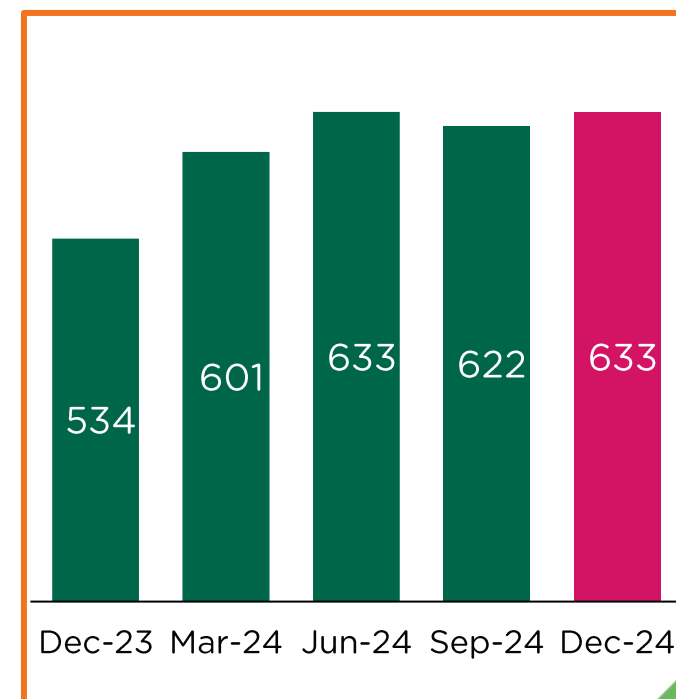
Loan book @€3.2bn – of which home & personal lending >€2.1bn



Home loan market share at 25% capturing 40% of new loans



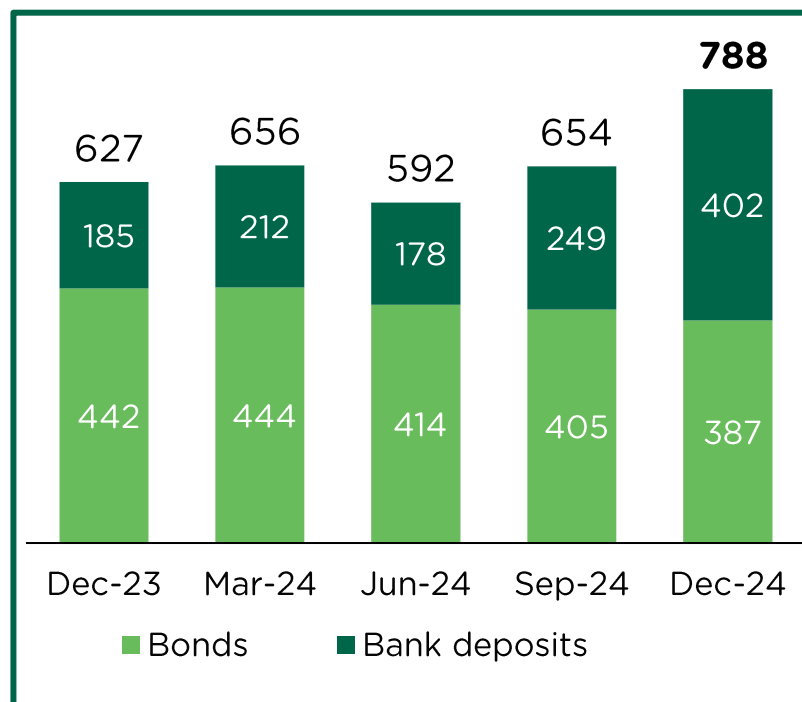
Complimented by growth in investment services



Boost in liquidity, driving ratios up



+30% of liquid assets – higher liquidity ratios

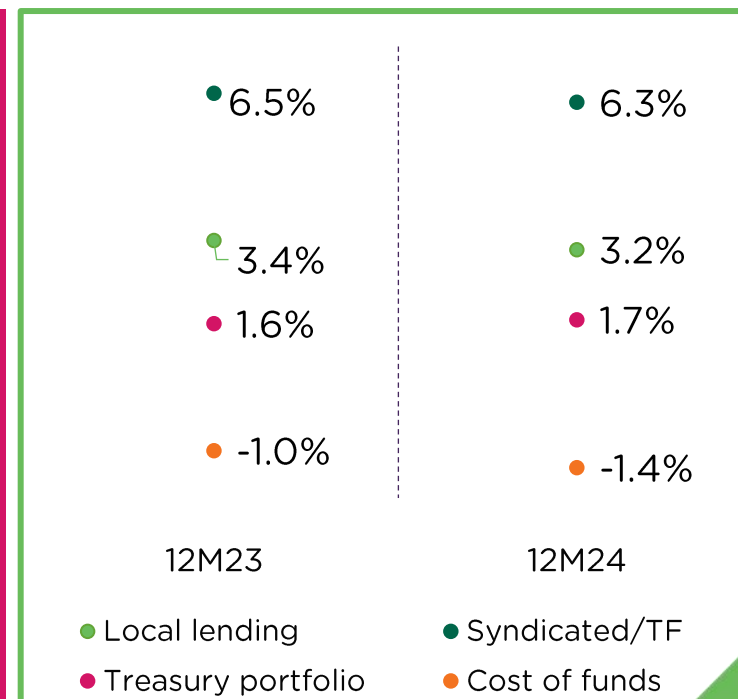


**LCR @
197%**

**LTD @
94%**



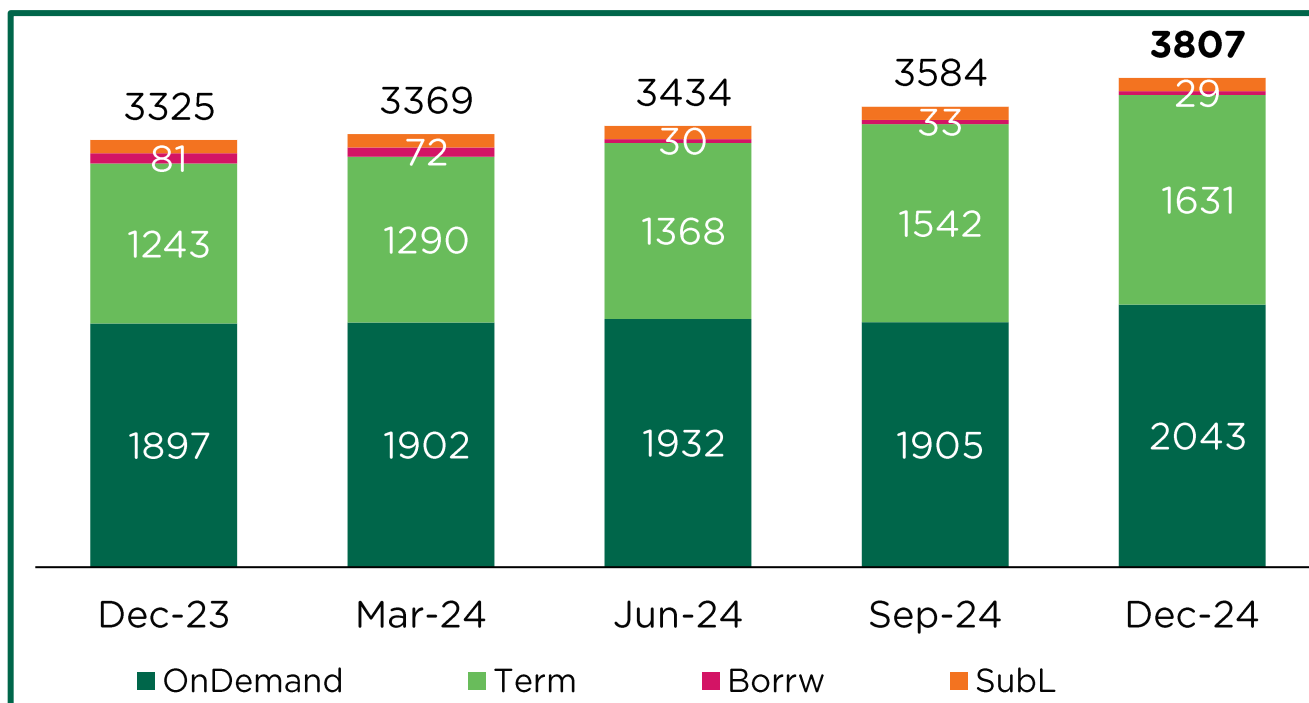
Higher COF compressing interest margins



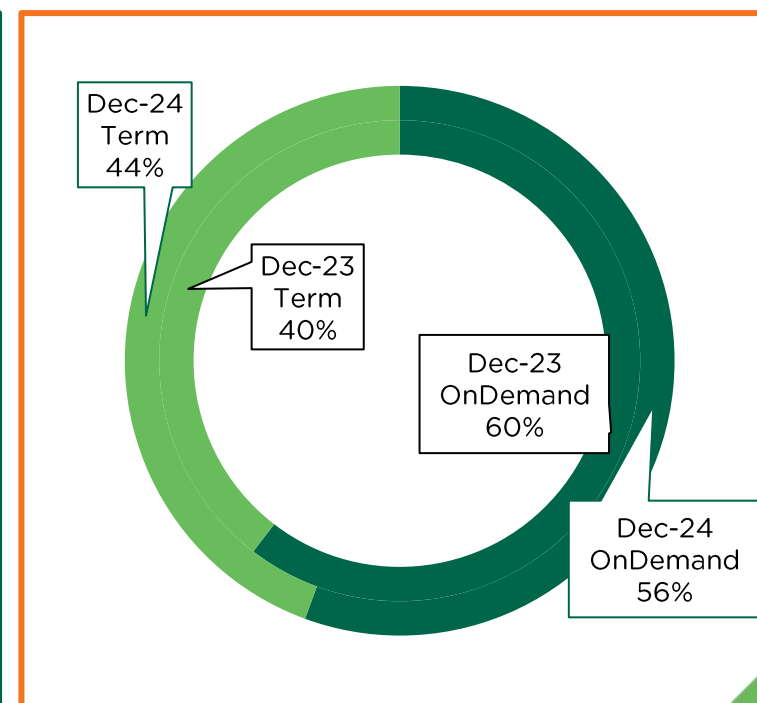
Half a billion euros of new deposits – new products and better interest rate proposition



+€228m deposits in 4Q, >60% in overnight



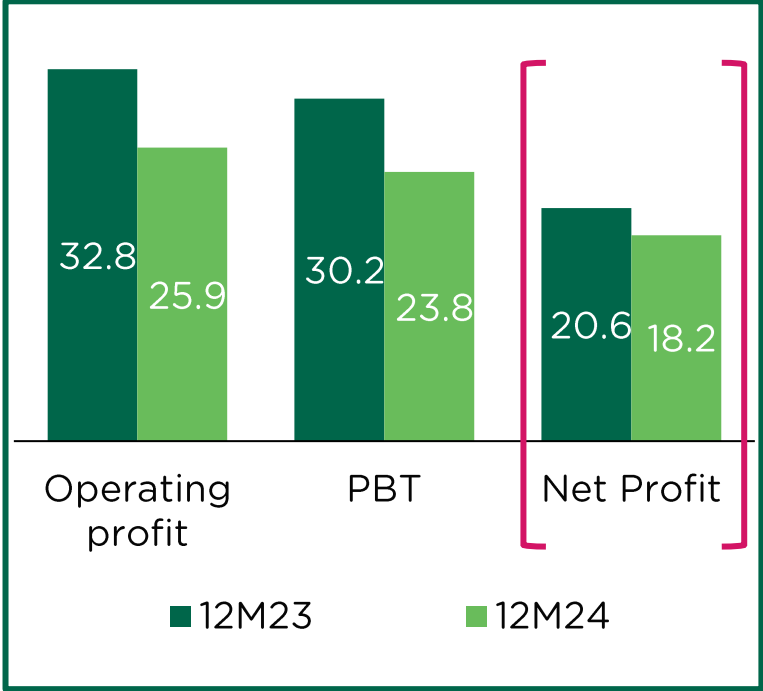
Deposit mix at 56/44



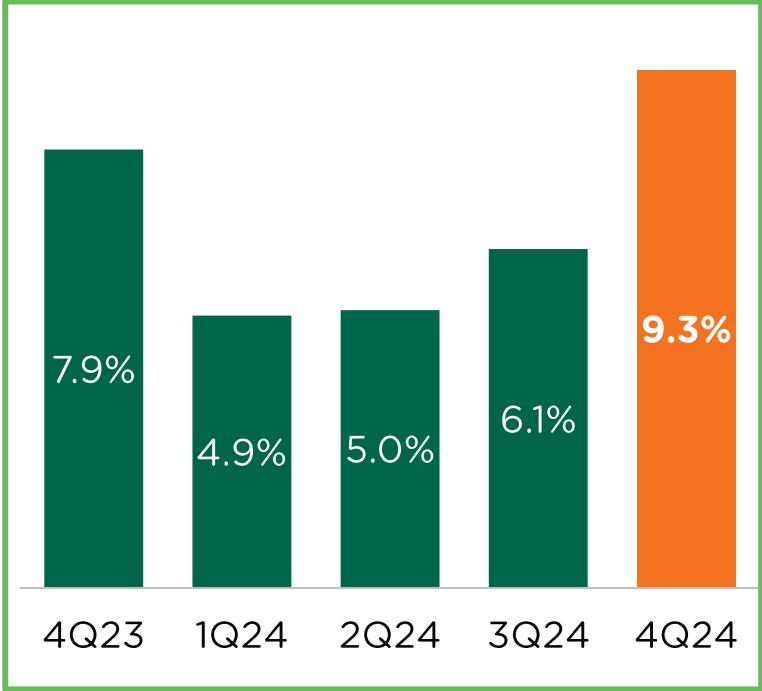
Our commitment to the community paves the way for more growth, highest dividend pay-out



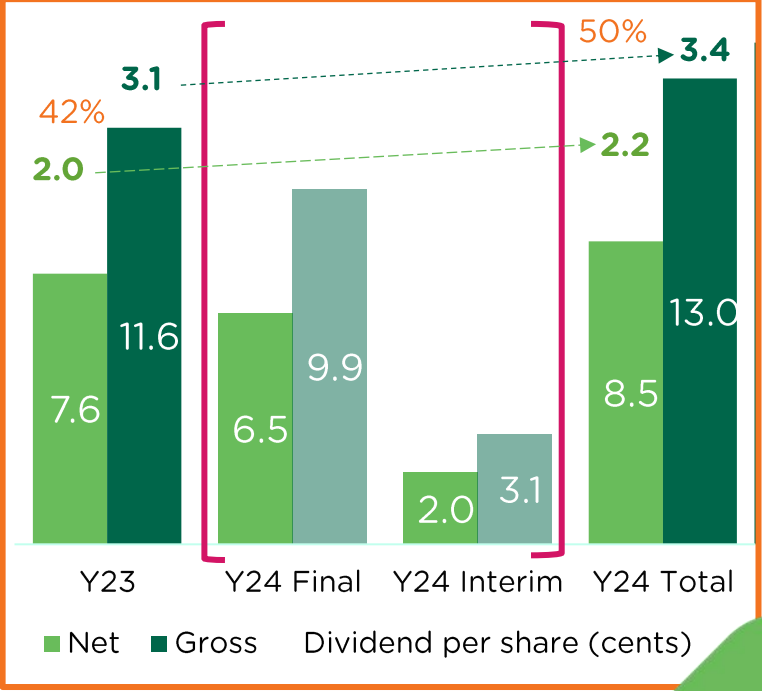
Operating and net profits



Quarterly ROAE



Dividend

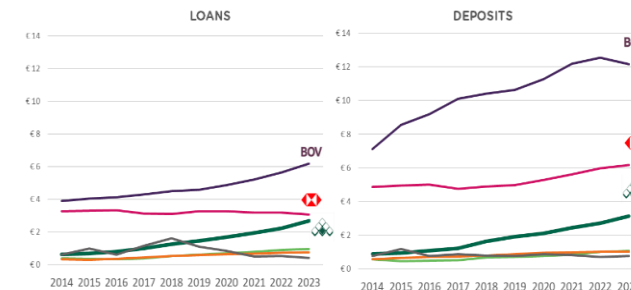


*All data in €m unless otherwise stated - Some totals may not tally due to rounding

Tried & tested, geared for the future

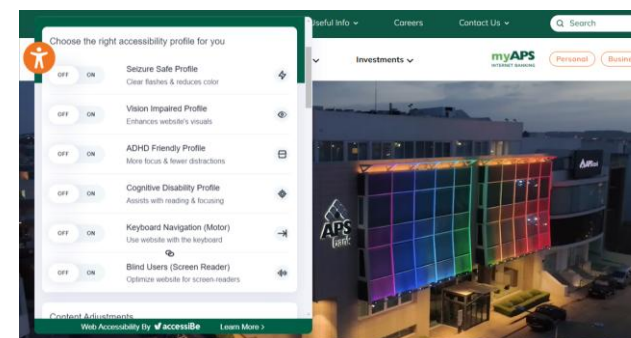
Growth & returns

Strong fundamentals: capital, liquidity, profitability & asset quality, supporting further growth & returns



Primary banking

Becoming **primary bank of choice** for more clients – rolling out products, services & technologies



Transformation

Project-oriented & innovative to reap more efficiency, zealous to perform at highest level – seeking scale





Thank you