

Investor Presentation

Q2 2020

Disclaimer

Expectations and projections regarding future performance of the company referenced in this presentation are ‘forward-looking statements’ within the meaning of applicable securities laws and regulations.

These are statements which the management believes are true at the time of their preparation based on available data and information and are subject to future events and uncertainties and to the successful and timely execution of plans and strategies, that could cause actual results to differ materially from those anticipated in these forward-looking statements.

زين السعودية

Zain KSA Board of Directors



**HH Prince Naif Bin Sultan Bin Mohammed Bin Saud Al Kabeer
Chairman**

A highly accomplished Saudi businessman with a vast experience in multiple industries, HH is also a board member of Almarai Company, Alyamamah Cement Company, Farabi Gulf Petrochemicals Company, Projects and Technical Contracting Establishment and Ashbal Al Arab Contracting Establishment.



**Bader Nasser Al Kharafi
Vice Chairman**

A renowned regional economic identity, Mr. Al-Kharaf, is the Vice-Chairman of Zain Group Board of Directors since Feb. 2014. Furthermore, in March 2017, he was appointed Zain Group CEO. He also holds several executive roles in multiple businesses under Al Kharafi Group.



Saud Bin Abdullah AlBawardi

Mr. AlBawardi has more than 15 years of experience in the telecommunications and banking industries in Saudi Arabia. He has served in several senior executive positions in Zain KSA and in another operator in KSA.



Scott Mark Gegenheimer

Mr. Gegenheimer, was appointed as Zain Group CEO in 2012 and thereafter from March 2017 as Group CEO-Operations. A telecom veteran with over 25 years of experience, he spent the last decade in various senior management and leadership positions across the globe regional operators.



Raied Bin Ali Al Saif

Mr. Al Saif is the director of investment and business development at the private office of the Prince Sultan bin Mohammed bin Saud Al-Kabeer Al Saud, where his department provides investment counseling services as well as overseeing business activities at joint ventures companies.



Firas Oggar

Mr. Oggar is a Board Member and Treasurer at The Association Of Corporate Counsels (ACC), Washington D.C. He is also the Head of Legal at Zain Group since 2017.



Ossama Michael Matta

Mr. Matta was appointed the key role of CFO of Zain Group in June 2010, having joined Zain in 2004 and quickly rising through the ranks. With more than 20 years track record in strategic financial transformation, he has solid relationships with banking institutions across the region.



Martial Caratti

Mr. Martial Caratti is a member of the Board of Directors of Zain Group since November 2017. He is also the Chief Financial Officer of Omantel since 2015. He has over 30 years of experience in the telecommunications industry in the Middle East and Europe.



Hisham Mohammed Attar

Mr. Attar has served as a board member in a number of companies, specializing in the field of investment and start-ups, including Body Masters and Amwal Alkhaleej.

Zain KSA Management Team



Eng. Sultan Bin Abdulaziz AlDeghaither - Zain KSA CEO

Eng. AlDeghaither took over as CEO of Zain on July 1st, 2018. Having first joined Zain KSA in 2009 as Director of Network Planning. He spearheaded the development of Zain's network across the Kingdom to cover more than 98% of the populated areas.



**Mehdi Khalfaoui
CFO**

Mr. Khalfaoui was appointed CFO in Feb-2017. Having more than 12 years of ICT sector experience



**Sherif Tahoun
CCO**

Mr. Tahoun's joined Zain KSA in 2014 having over 25 years of experience delivering business growth and transformation in large organizations



**Eng. Saad Al-Sadhan
CBWO**

Eng. Al-Sadhan's professional career spans over 15 years in the telecom sector. AlSadhan began his journey with Zain in 2016 as Wholesale Senior Director.



Eng. Abdulrahman Al-Mufadda - CTO

Mr. AlMufadda has more than 15 years in the telecommunication sector. He was embarked on his role as Chief Technology Officer of Zain KSA in Feb. 2019.



**Shatha AlNafeesa
CHRO**

Shatha assumed the position of CHRO at Zain KSA in September 2019, backed by more than 15 years of experience in the human resources sector.



**Eng. Salah Al-Ghamdi
Digital and Analytics VP**

Eng. Salah has over 15 years of experience in the ICT sector. He is leading the digital transformation of Zain KSA into a Digital Telco



**Nada Alaa AlHarthi
Business Affairs VP**

Nada assumed the position of Vice President, Business Affairs at Zain KSA, backed by a wide experience in planning, and strategy.



**Eng. Rayan AlTurki
Communication VP**

Mr. AlTurki has more than 15 years of experience in Marketing, Communication, and Branding



**Faris Al-Ribdi
RA&C VP**

Faris began his journey with of Zain KSA as GM of Regulatory Affairs and Compliance in January 2018. His professional career spans 14 years in the ICT sector



**Eng. Hamad Alkatheri
Risk & InfoSec VP**

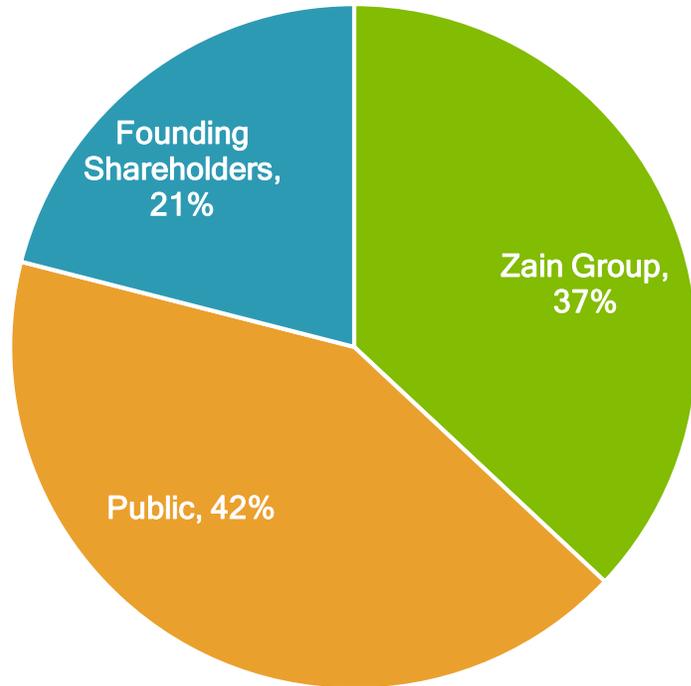
In his career, Eng. Alkatheri held several leadership positions in cybersecurity for a number of leading entities in the private and public sectors



**Taghreed Bahdailah
Investors Relations VP**

Taghreed is skilled in commercial banking and Islamic economics, with practical experience in several governmental administration and, having graduated from Cambridge University in UK

Shareholder Structure



Around 340,000
Shareholders

► Zain Group provides Zain KSA with operational, technical, brand financial support

1	Faden Trading & Contracting Est.	5.97%
2	Saudi Plastic Factory Est.	5.84%
3	Abu Dhabi Investment House (ADIH)	2.14%
4	Almarai Co.	2.13%
5	HH Prince Sultan Bin Mohammed Bin Saud Al Kabeer Al Saud (Ashbal Al-Arab Contracting Est.)	2.13%
6	Al Jeraisy Development Co. Ltd.	1.06%
7	Architectural Elite Est. for Engineering & Contracting	0.56%
8	Al Sale Al Sharkiyah Co. Ltd.	0.53%
9	Rakisa Holding Co.	0.44%

Tadawul:	7030
Bloomberg:	ZAINKSA:AB
Issued Shares	583,729,175
Paid Capital:	SAR 5,837,291,750

Zain Saudi Arabia Today



7.05 Million
subscribers



1,417 Zainers
Saudi: 87%
Woman: 11.5%



292 shops
2,850 POS



52% Data revenue
(Excluding SMS & VAS)



75 SAR
Blended ARPU



9,148 TB/Day
Average daily data traffic



99% 98% 93.5% 46%
2G 3G 4G 5G
Population coverage



9,943 Total number of sites
566 Cities covered by 3G
479 Cities covered by 4G
30 Cities covered by 5G

Fastest Fixed Network Award

- ▶ Zain has won the fastest fixed network award in Saudi Arabia from Ookla



5G Coverage

- ▶ Zain KSA expands 5G network to cover all Kingdom's 13 regions, after it has recently included Al-Jouf and the Northern Borders.



Our 5G Network Is Available In:

- | | | |
|------------------|-----------|-------------------|
| ● Riyadh | ● Taif | ● Bahrah |
| ● Jeddah | ● Hufuf | ● Hail |
| ● Khobar | ● Bisha | ● Sabya |
| ● Diriyah | ● Rass | ● Ahad Rifaydah |
| ● Buraydah | ● Najran | ● Jizan |
| ● Tabuk | ● Madinah | ● KAUST (Thuwal) |
| ● Neom Airport | ● Makkah | ● Wadi Al Dawasir |
| ● Khamis Mushayt | ● Dhahran | ● Baha |
| ● Kharj | ● Abha | ● Arar |
| ● Dammam | ● Unayzah | ● Sakaka |

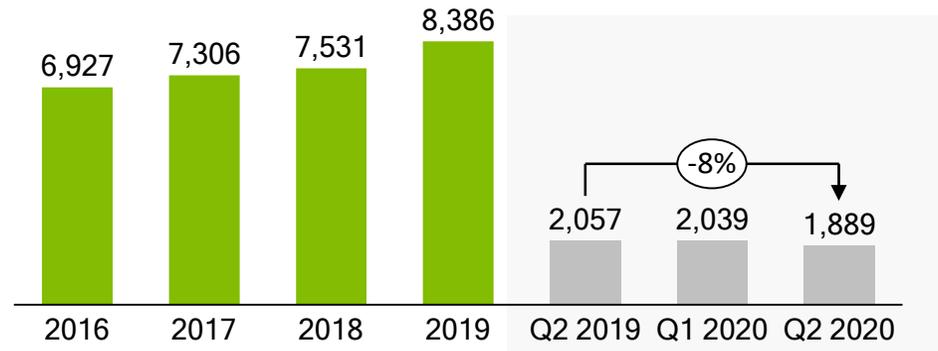
30 Cities covered with Zain 5G Network

Financial Highlights (1/2)



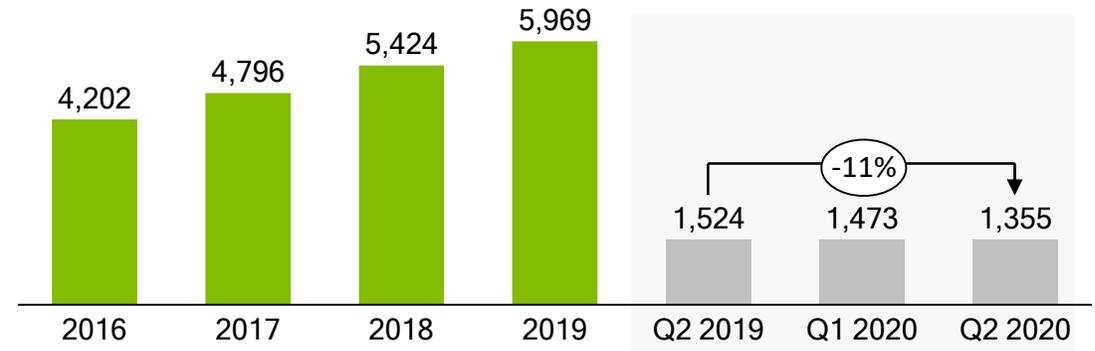
REVENUE [Million SAR]

Yearly Trend



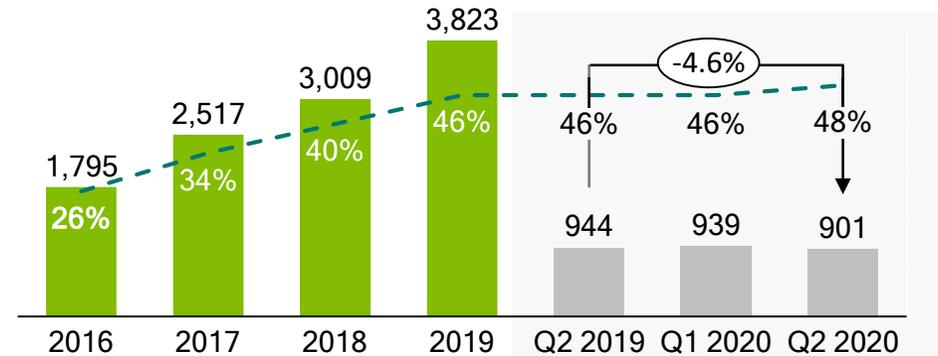
GROSS PROFIT [Million SAR]

Yearly Trend



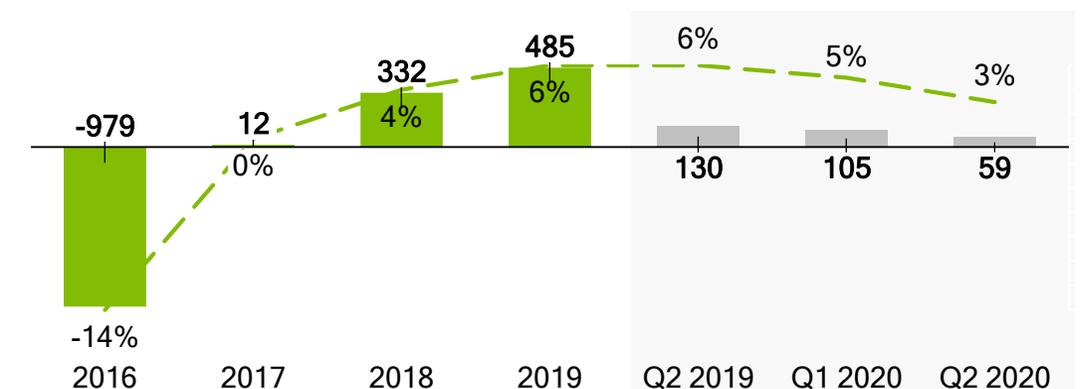
EBITDA, EBITDA MARGIN [Million SAR]

Yearly Trend



NET (LOSS) / PROFIT MARGIN [Million SAR]

Yearly Trend

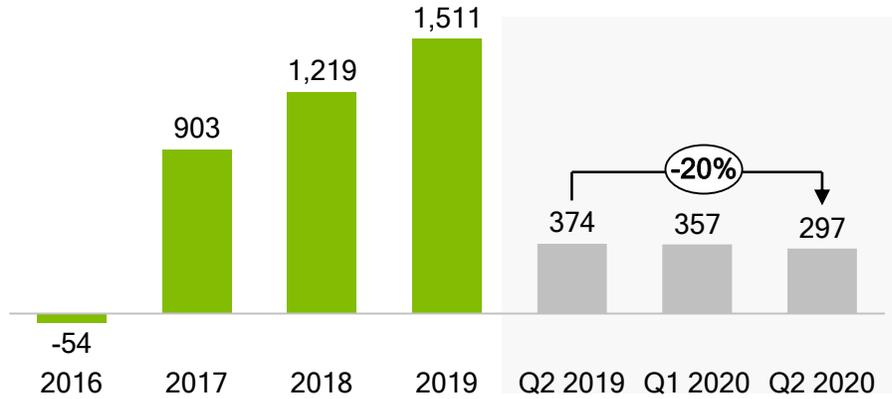


Certain comparatives figures have been reclassified to conform with the presentation in the current period.

Financial Highlights (2/2)

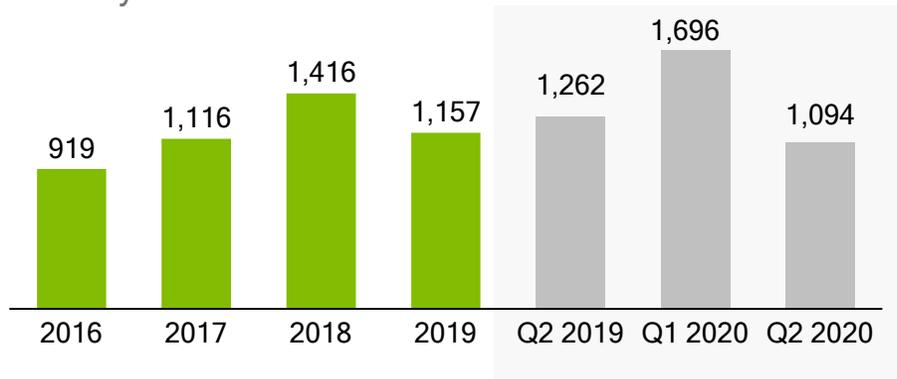
OPERATIONAL (LOSS/INCOME) [Million SAR]

Yearly Trend



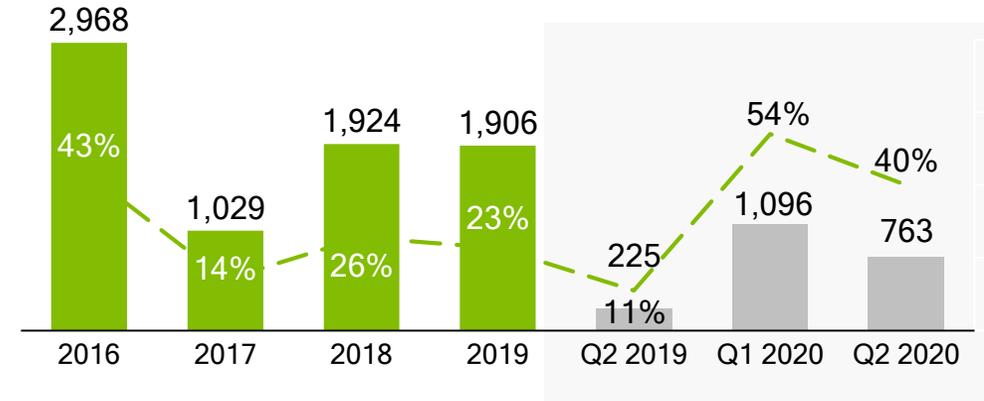
CASH BALANCE [Million SAR]

Yearly Trend



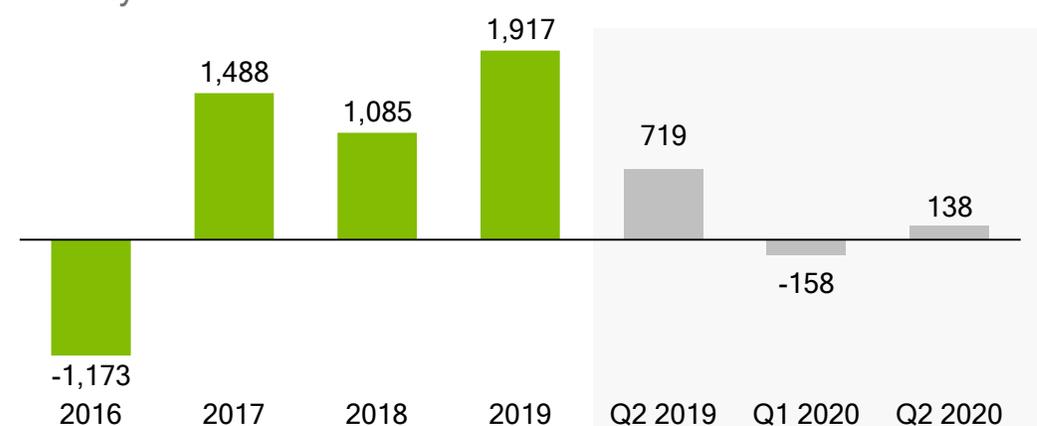
CAPEX, CAPEX/ REVENUES [Million SAR]

Yearly Trend



EBITDA - CAPEX [Million SAR]

Yearly Trend



Company Debt

▶ With financial support from financial institutions, shareholders, and the Ministry of Finance

Zain Saudi Arabia borrowings summary

Description	Provider	Outstanding Amount [Million SAR]
Junior Murabah Debt	Consortium of five banks	2,250
Murabaha Facility Arrangement (MFA)	Consortium of eight banks	3,860
Government Loan (MoF)	Ministry of Finance	3,985
Due to Shareholders	Founding shareholders	5,900



Evolve cost transformation initiatives

- Opportunity to approach business differently
- Increasing efficiencies to lower operating costs
- Aligning businesses to changing customer behavior



Committed investment in key capital projects

- Network investment including 5G and expanding fiber
- Technology and content investment



Taking Proactive Financial Measures

- Increased capex guidance while implementing efficient cost measures

Other Q2 News

03 يونيو .. عمومية "زين السعودية" تصوت على الأعمال والعقود التي تمت مع اطراف ذات علاقة



📄 📧 A- A+

تابع مال

الرياض - مال 10 مايو 2020

دعا مجلس إدارة شركة الاتصالات المتنقلة السعودية (زين) المساهمين إلى حضور اجتماع الجمعية العامة العادية (الاجتماع الأول) المقرر إنعقاده بمشيئة الله تعالى الساعة الثامنة والنصف مساءً من يوم الاربعاء 11 شوال 1441هـ الموافق 3 يونيو 2020م المقام بمقر الشركة الرئيسي بالرياض، حيث سيعقد الاجتماع باستخدام وسائل التقنية الحديثة/ منظومة تداولتي ضمن دعم الجهود والاجراءات الوقائية والاحترازية التي تبذلها الدولة وفقها الله للتصدي لوباء فيروس كورونا المستجد (COVID-

The General Assembly was hosted at Zain HQ in Riyadh city and shareholders attended remotely

Zain signed an MoU with Mobily to form a joint committee and invite offers for telecom towers

"موبايلي" و "زين" توقعان مذكرة تفاهم لطرح كراسة طلب عروض لشراء أبراج الهاتف المتنقل التي تملكها أو دمجها



📄 📧 A- A+

تابع مال

الرياض - مال 5 يوليو 2020

وقعت شركة اتحاد اتصالات (موبايلي) مذكرة تفاهم مع شركة الاتصالات المتنقلة السعودية (زين السعودية) لتشكيل لجنة مشتركة بين الطرفين تتولى إعداد وطرح كراسة طلب عروض لشراء أبراج الهاتف المتنقل التي يملكها الطرفين، أو دمجها في شركة واحدة مع مستثمرين آخرين أو تشغيلها نيابة عنهم، على أن يتم الانتهاء من طرح الكراسة خلال ثلاثين يوماً من تاريخ توقيع هذه المذكرة.

More Information

For more information,
please visit our website
or contact us through:

 investor.relations@sa.zain.com

 +966 59 244 8888

Investor Relations

SHARE STATISTICS FINANCIAL REPORTS DISCLOSURE COMPANY POLICIES ANALYST COVERAGE SHAREHOLDERS CAPITAL REDUCTION

Reports Search more ▾

Annual Audit Committee Report	عربي	English
Yearly Statement		
Board of Directors Report 2019	عربي	English
Yearly Statement		
Financial Statement 2019	عربي	English
First Quarter		
Second Quarter		
Third Quarter		

<https://sa.zain.com/en/investors/financial-reports>

Q & A



Thank You

