

Welcome to Zain KSA Full Year 2021 Earnings call

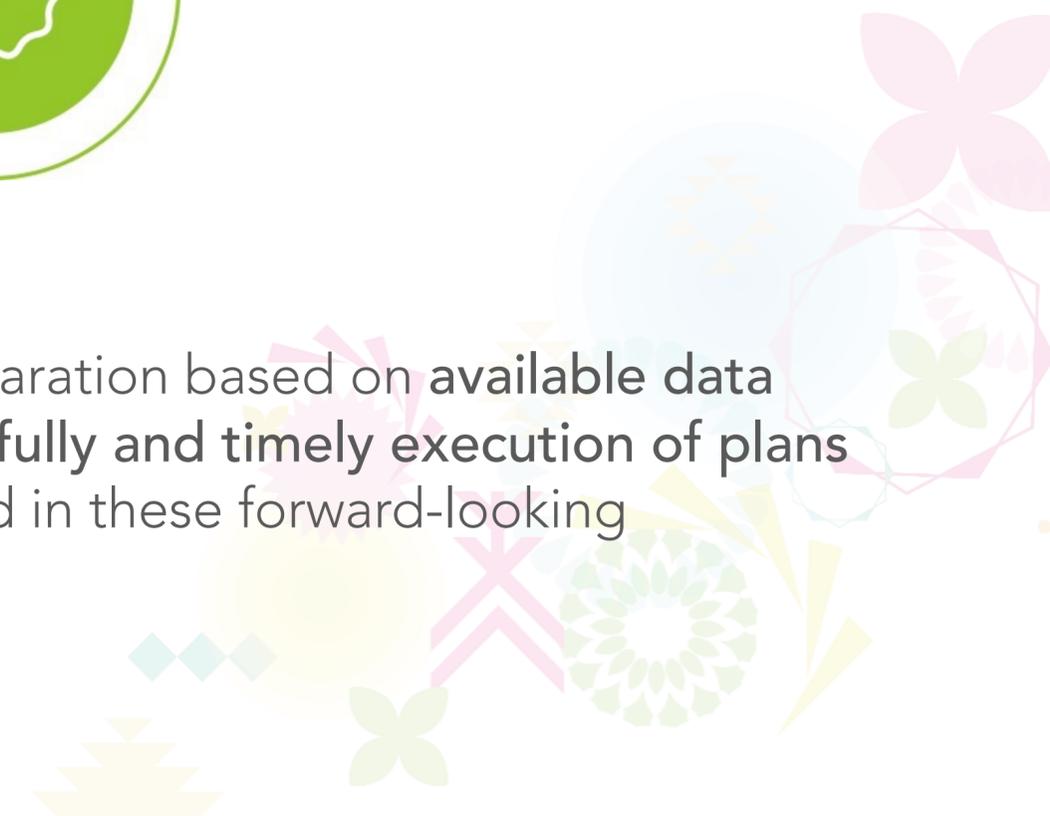


Disclaimer

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 successfully and timely execution of plans and strategies**, that could cause actual results to differ materially from those anticipated in these forward-looking statements.



Operational Update



**Eng. Sultan Bin Abdulaziz
AlDeghaither
CEO**



Towers Deal

زيه
zain



صندوق الاستثمارات العامة
@PIFSaudi

تحالف يضم #صندوق_الاستثمارات_العامة يستحوذ على حصة بنسبة إجمالية 80% من البنية التحتية الخاصة بأبراج شركة @ZainKSA. وتأتي الصفقة تماشيًا مع #استراتيجية_صندوق_الاستثمارات للمساهمة في تطوير قدرات الابتكار في المملكة، لتصبح مركزًا عالميًا منافسًا في قطاع الاتصالات والإعلام والتقنية.

Translate Tweet



2021 Financial Results



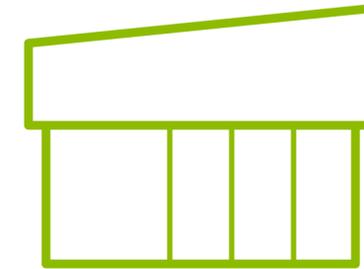
Zain Saudi Arabia Today



8 Million
Subscribers



1,348 Zainers
Saudi: 85.78%
Woman: 13.20%



239 Shops
4,175 POS



48% Data Revenue
(Excluding SMS & VAS)



69 SAR
Blended ARPU



11,188 TB/Day
Average daily data traffic



99% 98% 94% 62.5%
2G 3G 4G 5G
Population coverage



10,003 Total number of sites
566 Cities covered by 3G
479 Cities covered by 4G
51 Cities covered by 5G

Zain 5G leadership



Zain 5G Network
Wins 3 New Awards

WINNER
BEST 5G AVAILABILITY

WINNER
BEST 5G DOWNLOAD SPEED

WINNER
BEST 5G DOWNLOAD EXPERIENCE

OPENSIGNAL

Zain 5G

The Fastest Fixed Network Award
For the 3rd time consecutively

Based on analysis by Ookla® of Speedtest Intelligence® data for periods Q1-Q2 2020, Q3-Q4 2020 and Q1-Q2 2021. Ookla trademarks used under license and reprinted with permission.

Best 5G User Growth

Telecom Review Excellence Awards 2021

أسرع وأكبر تغطية 5G في الرياض
Fastest and Biggest 5G Coverage In Riyadh

حسب تقرير مقياس لمدينة الرياض للربع الثالث 2021
According to Meqyas report for Riyadh city Q3 2021

First place
In games latency

FORTNITE FIFA APEX DOTA 2

5G First place
In 5G mobile latency across the Kingdom

First place
In average response time of networks in regions

GAME MODE

Best in Riyadh

- Strongest coverage
- Highest peak data

umlaug

New Launches



Black package for VIP customers with unique features that suit the customer's needs.



Zain started selling for iPhone13

Environment & Society

Sustainability lies at the core of all our work. In accordance with our Corporate Sustainability Strategy, Zain KSA is proud of its efforts to help combat climate change through several initiatives.



Partnership with Hejaz bloggers for cleaning beach in Western Province



Signing MoU with 'Tadweer' for recycling electronic waste



Partnership with الرياض الخضراء



Partners with Irada Association for Talented to win a Guinness



Zain KSA Launches the "Um Al Shogog" Reforestation Campaign



Launch e-waste initiatives to encourage people to recycle the e-waste



Signing MOU with the National Mental Health Center

Environment & Society



(A-) Rating



Financial Update

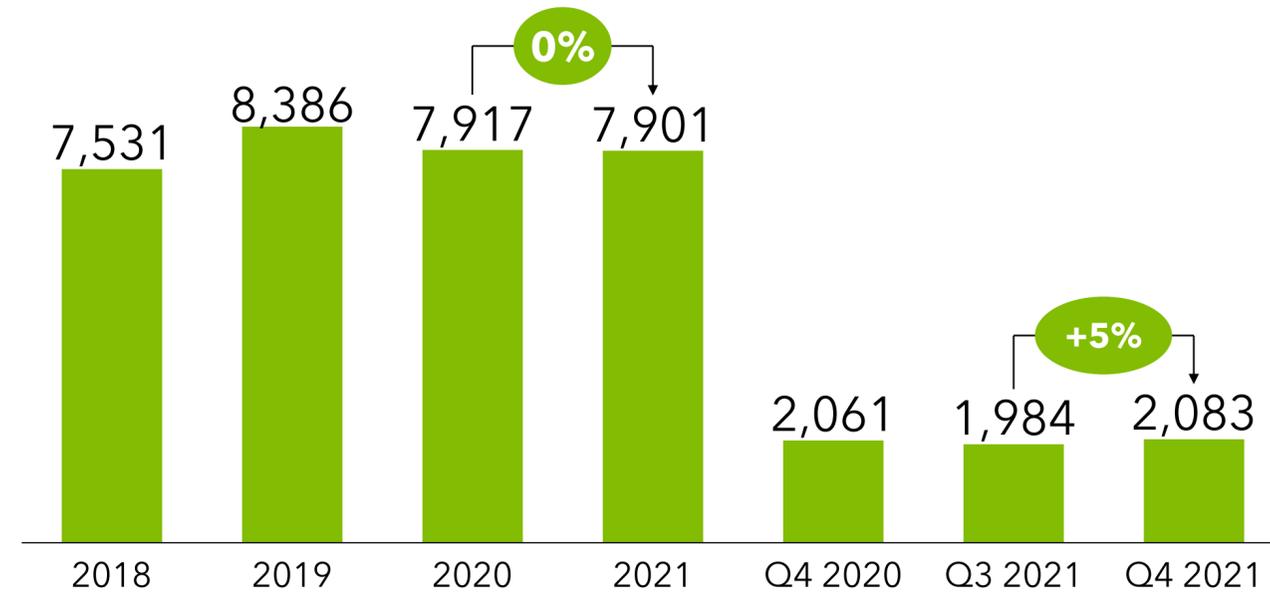


Mehdi Khalfaoui
CFO

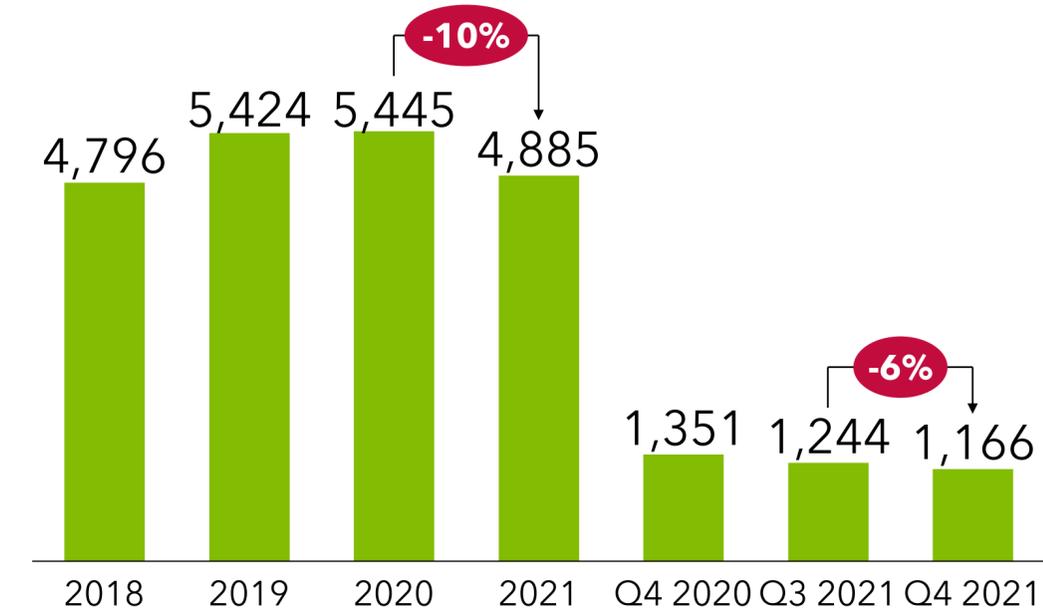


Financial highlights

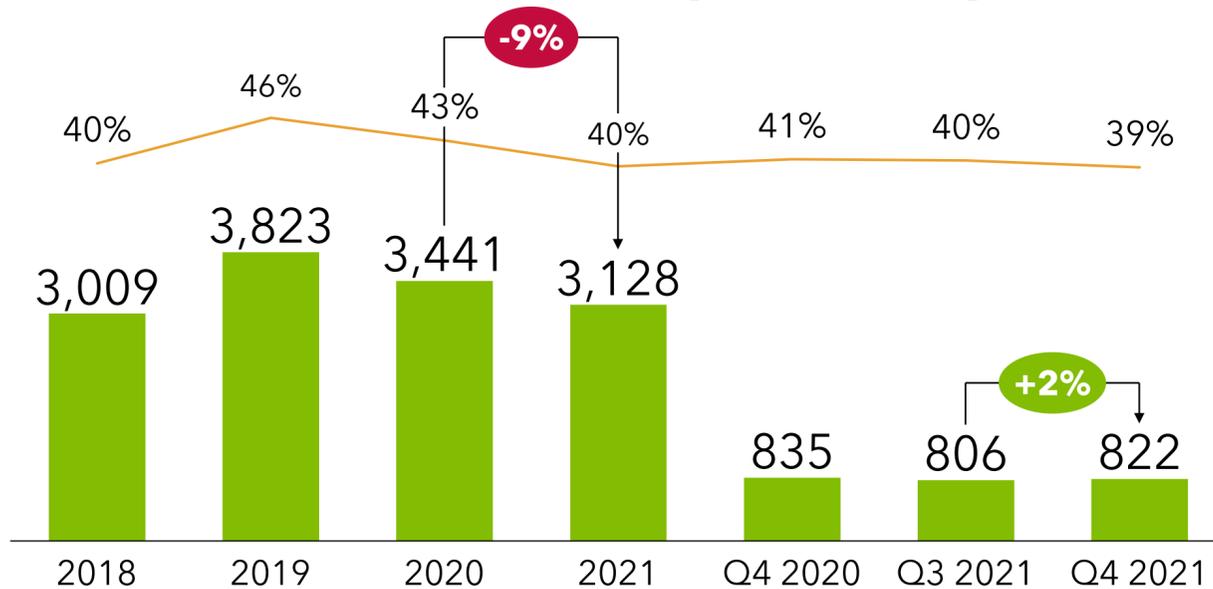
REVENUE [Million SAR]



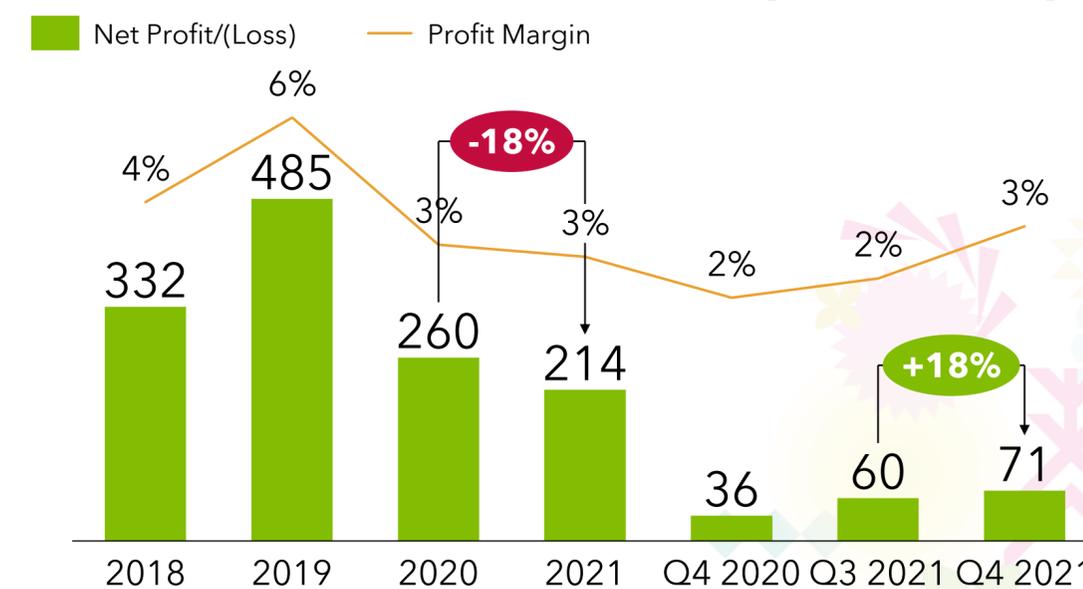
GROSS PROFIT [Million SAR]



EBITDA, EBITDA MARGIN [Million SAR]



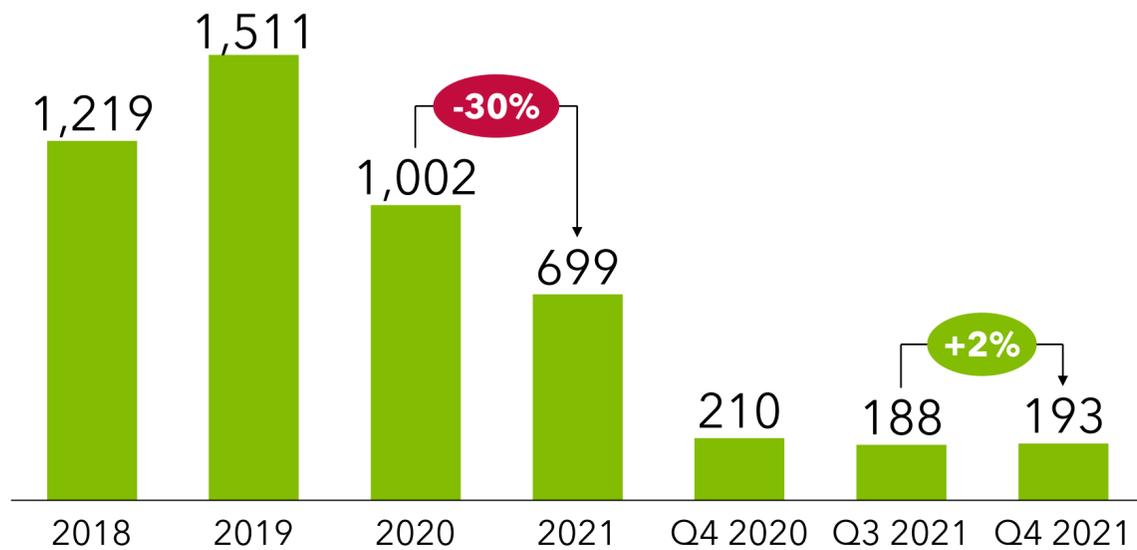
NET (LOSS) / PROFIT MARGIN [Million SAR]



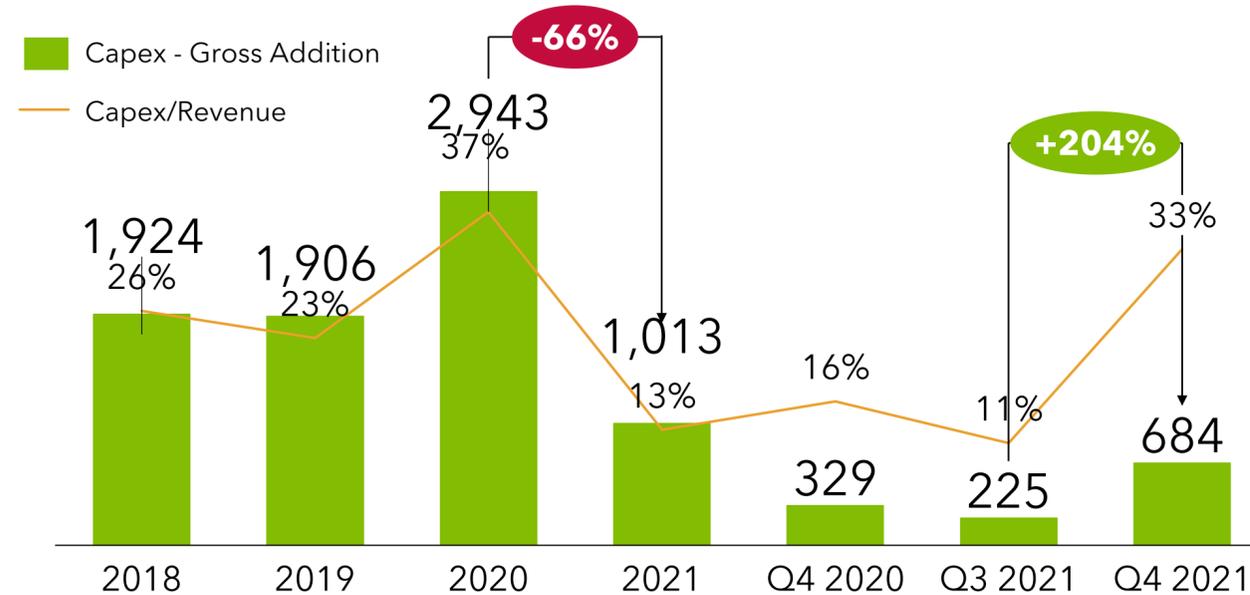
Financial highlights



OPERATIONAL (LOSS/INCOME) [Million SAR]



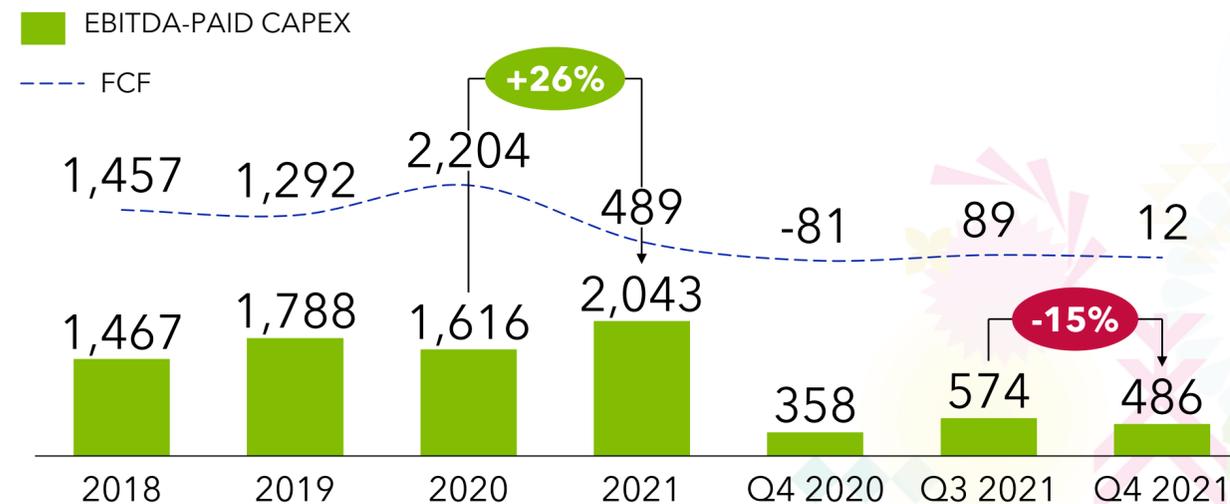
CAPEX, CAPEX/ REVENUES [Million SAR]



CASH BALANCE [Million SAR]



EBITDA – CAPEX [Million SAR]



- PAID CAPEX relevant to fixed and intangible assets
- Working Capita increased due to reclassification of MOF loan - current portion

Zain KSA 2021 Earnings call Q&A



Thank You



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



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Investor relations app

Investor Relations

The screenshot displays the Zain Investor Relations website. The top navigation bar includes 'PERSONAL BUSINESS' and 'COMPLAINTS عربي'. The main menu features 'VOICE PLANS', 'INTERNET', 'ZAIN OFFERS', 'DEVICES', 'ROAMING', 'eSIM', and '5G'. A secondary menu includes 'FINANCIAL REPORTS', 'DISCLOSURE', 'COMPANY POLICIES', 'ANALYST COVERAGE', 'SHAREHOLDERS', and 'CAPI'. The 'Reports' section is active, showing a search bar and a list of reports. The reports are organized into three main sections: 'Financial Statement 2021', 'Board of Directors Report 2020', and 'Financial Statement 2020'. Each section has a header with 'عربي' and 'English' options. Below each header, there are rows for 'First Quarter', 'Second Quarter', and 'Third Quarter', each with a download icon (a green circle with a white arrow pointing down).

Report	عربي	English
Financial Statement 2021		
First Quarter	Download	Download
Second Quarter	Download	Download
Third Quarter	Download	Download
Board of Directors Report 2020		
Yearly Statement	Download	Download
Financial Statement 2020		
First Quarter	Download	Download
Second Quarter	Download	Download
Third Quarter	Download	Download

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