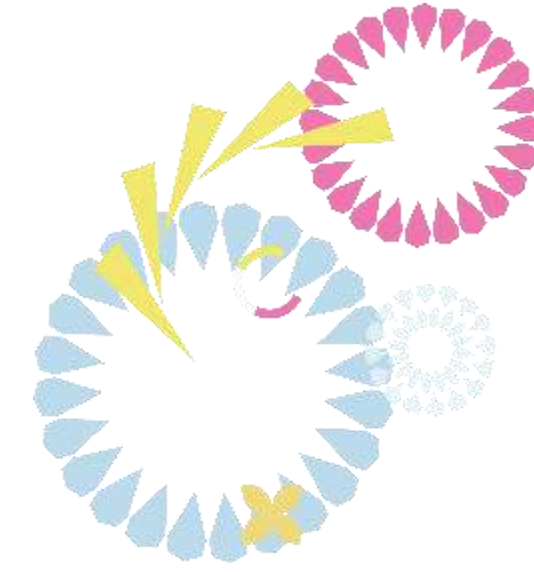


Welcome to Zain KSA FY 2024 Earnings call



● 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.

● Introduction



Zain KSA established itself as a reliable telecom operator and a digital service provider whose services include **telecom services, 5G network, FinTech (Financial Technology), cloud computing, IoT solutions, fiber services, drones, and many others.**



Zain KSA is committed to the continuous development of its network and services in order to achieve the best customer service experience for individuals, the private sector and government institutions, in line with the goals of Saudi Vision 2030 and the digital transformation in the Kingdom which is to provide the services needed for a smart society and a better quality.

● Our Strategic Pillars

The below eight pillars come as a natural evolution and extension of the strategy Zain KSA has successfully delivered on as well as the expectations of stakeholders.



Creative positive impact outcomes that include improving profitability and cash position all while considering environmental and social disciplines.

Generate value from and for stakeholders by scaling our B2B offerings and customer base and outperform the market on the B2C side.

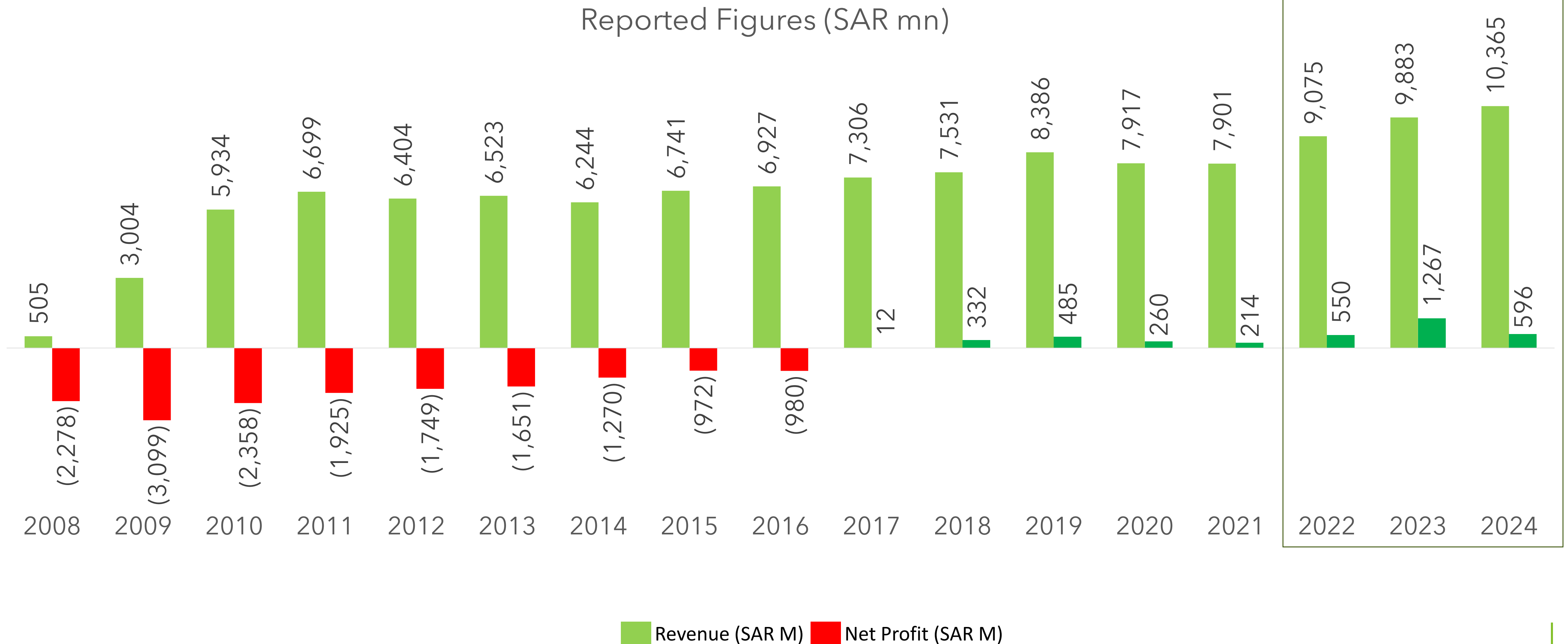
Adopting sustainable and innovate processes that will allow us to venture into new areas of business while leveraging gains from automation in the business.

Leveraging areas of strength, including human capital and 5G network leadership as enablers that propel the Zain KSA brand.

2024 PERFORMANCE Vs. PREVIOUS YEARS



2024 Net profit of SAR 596 Mn...higher than 2022 Net profit...Yet with the new company cost structure including TowerCo...maintaining the ability to pay dividend without TowerCo gain .



Our experienced and diverse Board of Directors and Executive Management team



Our Board of Directors



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



Bader Nasser Al Kharafi
Vice Chairman



Saud Abdullah AlBawardi



Kamil Hilali



Eng. Abdullah AlFaris



Ossama Matta



Saad Ibrahim AlMousa



Talal AlMamari



Nawaf Hisham Al-Gharabally



Eng. Saad AlSadhan
Acting CEO



Mehdi Khalifaoui
Chief Financial Officer



Tiago Rocha
Chief Commercial Officer



Haythem Bennaceur
Acting Chief Marketing Officer



Loluwah Alnowaiser
EVP of Human Resources



Eng. Fawaz Al-Homoud
Enterprise Risk and Information Security VP



Faisal Abdullah AlAssaf
VP of Legal Affairs & Governance

Our Executive Management



Eng. Mohammad AlNujaidi
Chief Technology Officer



Maher AlFawaz
Chief Sales Officer



Maha AlQernas
EVP of Information Technology



Abdulaziz Al Subaie
Regulatory Affairs & Compliance Vice President

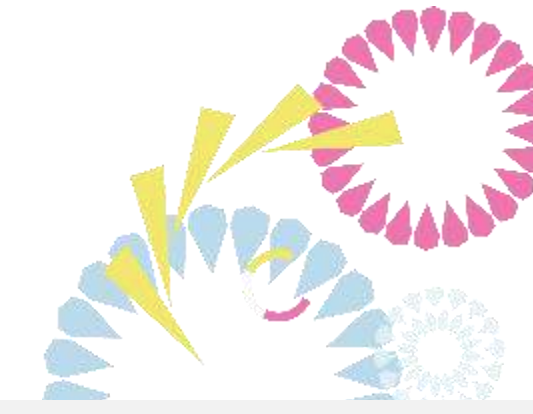


Eman Abdullah AlSaidi
VP of Corporate Communications



Eng. Saad bin Abdulrahman ALSadhan
Acting CEO

Financial Results



Financial Results 2024

Revenue
10.4 Billion Riyals **↑ 5%**

Net Profit
596 Million Riyals

EBITDA
3.3 Billion Riyals **↑ 12%**

MSCI • AA rating on MSCI ESG Index.
• “Gold Award” at CSR 2024 Award.

5G • SAR 1.6 billion expansion project of 5G network.
• First operator to fully cover Holy Sites in 5G.

Red Sea Global • First Unified Critical Communication System with Red Sea Global.

Results compared to previous financial year.

Eng. Sultan Al-Deghaither's Legacy at Zain KSA

1 Financial & Operational Transformation

- Turned SAR 2B (\$533M) losses into profit & Enabled first-ever dividend distribution.
- Sold Zain Towers for SAR 3B.
- Negotiated MCIT settlement for 1.3B.
- Led Zain KSA's capital restructuring and doubled market value from 4.8B to 9.4B SAR .

2 5G Network Leadership

- Launched the largest 5G network in the Middle East, Europe & Africa (2019).
- Ranked 4th-largest 5G operator globally.
- World's first zero-carbon 5G network .

3 Market Growth & Business Diversification

- Increase revenue from 7.3B to 10B.
- Diversified revenue with Yaqoot, Zain Drones, Zain Cloud.
- Launched Tamam Financing, Saudi's first micro-financing company.
- Strengthened B2B, B2G; ranked top 13 Saudi brand.

5 Sustainability & Brand

- Achieved AA rank in MSCI.
- Improved Zain's ranking from outside top 50 to 13th (Brand Finance).

6 Talents Empowerment

- Increased female workforce to %20, leadership to %33.
- Launched talent programs; signed "Waad" to train 50,000.
- Won multiple HR awards, including Best Workplace for Women.



Tamam Finance Overview – 2024 Full Year DATA

Tamam Finance, the fintech arm of Zain KSA, has swiftly reshaped shariah-compliant microfinance since 2020 debut. Licensed by the Saudi Central Bank ("SAMA"), Tamam has achieved continued robust growth through financial inclusion and innovation, supporting Saudi Vision 2030's Financial Sector Development Program.

Key figures

Revenue FY 24 SAR Mn 367.7	Revenue growth Vs. FY23 30%
Gross Margin FY 24 85%	EBITDA FY 24 SAR Mn 126.2
EBITDA Margin FY 24 34%	Net profit FY 24 SAR Mn 105.2
Net Profit Growth Vs FY 23 103%	Downloads. FY 24 Mn 3.23
Active Loan Book* FY24 SAR Mn 934	Customers Active 77,400

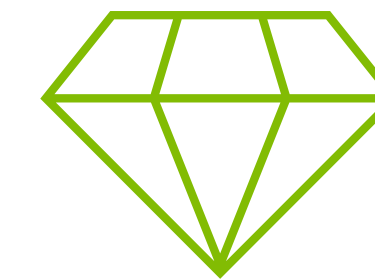
Tamam today



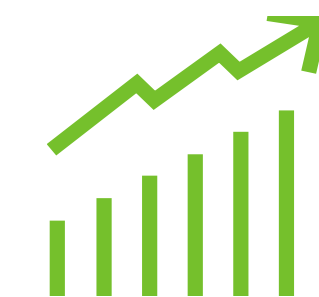
Digital Leader
 Ongoing optimizations to 100% digital lending, no documents required



Open Banking
 AI Open Banking Consortium with FICO, ZainTECH and Lean Technologies



Awards
 Won “Outstanding Sector Leadership and Growth Achievements in 2024” MEA Business Magazine



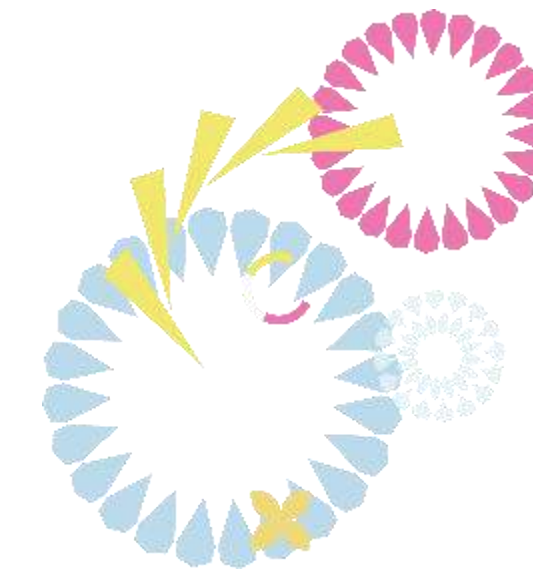
New Technologies
 Investing in improved platforms to drive products for better consumer experiences



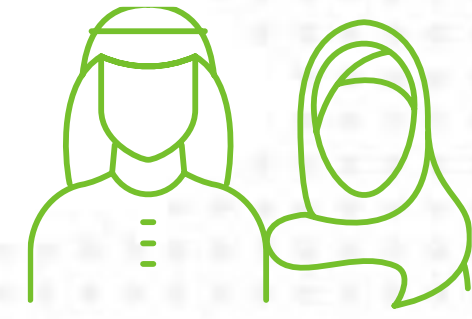
Cash and Installments Finance
 Multiple services One platform

*Islamic financing receivables including due interest

● Zain KSA Today



9.3 Million
Customers.



1,503 Zainers
Woman: 21 %
Local: 87%



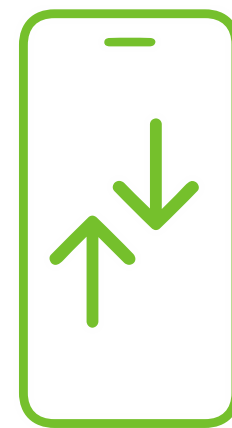
237 Shops
5,549 POS



47% Data Revenue
(Excluding SMS & VAS)



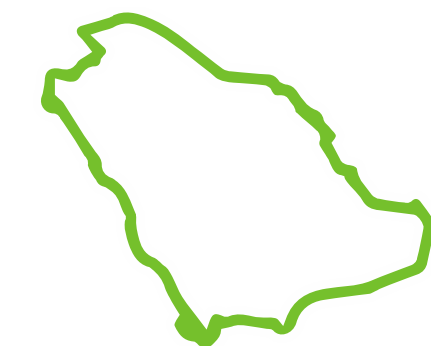
62 SAR
Blended ARPU



21,435 TB/Day
Average daily data traffic



99% **66%** **94%** **66.1%**
2G **3G*** **4G** **5G**
Population coverage



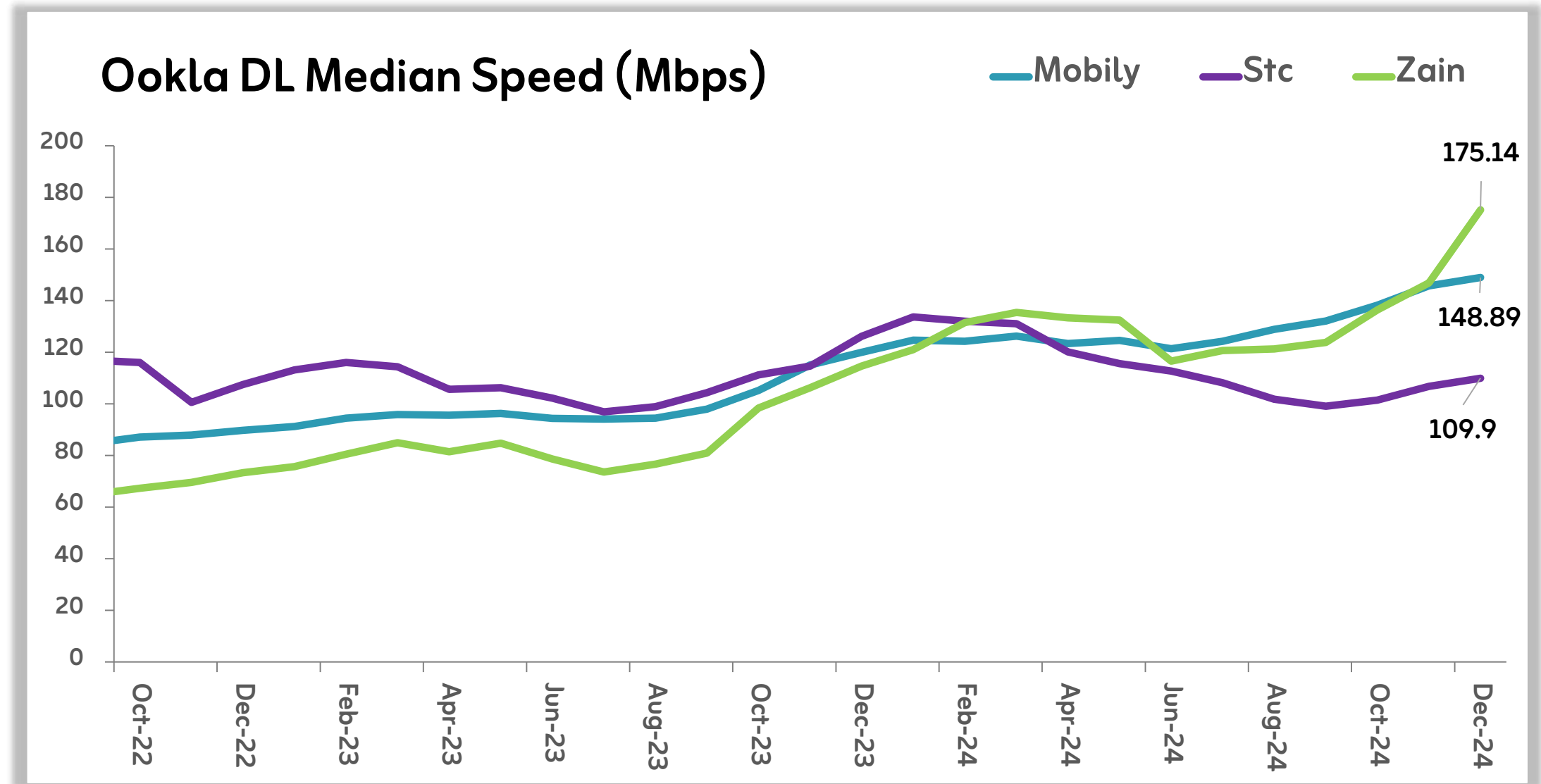
10,385 Total number of sites
564 Cities covered by 3G
479 Cities covered by 4G
70 Cities covered by 5G

*3G Population coverage is reduced due to the shutdown of 3G sites in Riyadh and Jeddah cities.

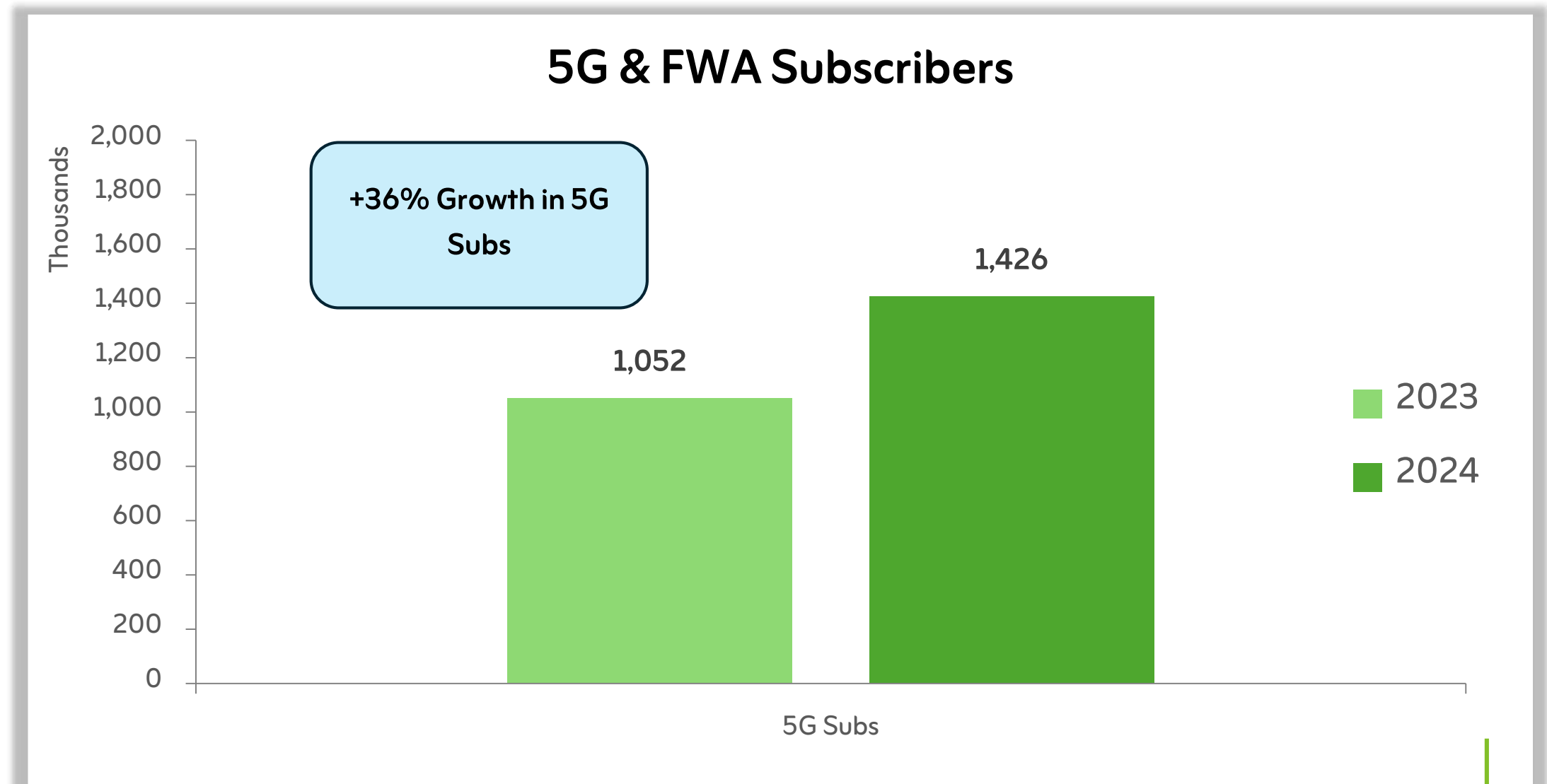
● NETWORK ACHIEVEMENT IN 2024 (DEC 24 YEARLY O'OKLA REPORT)



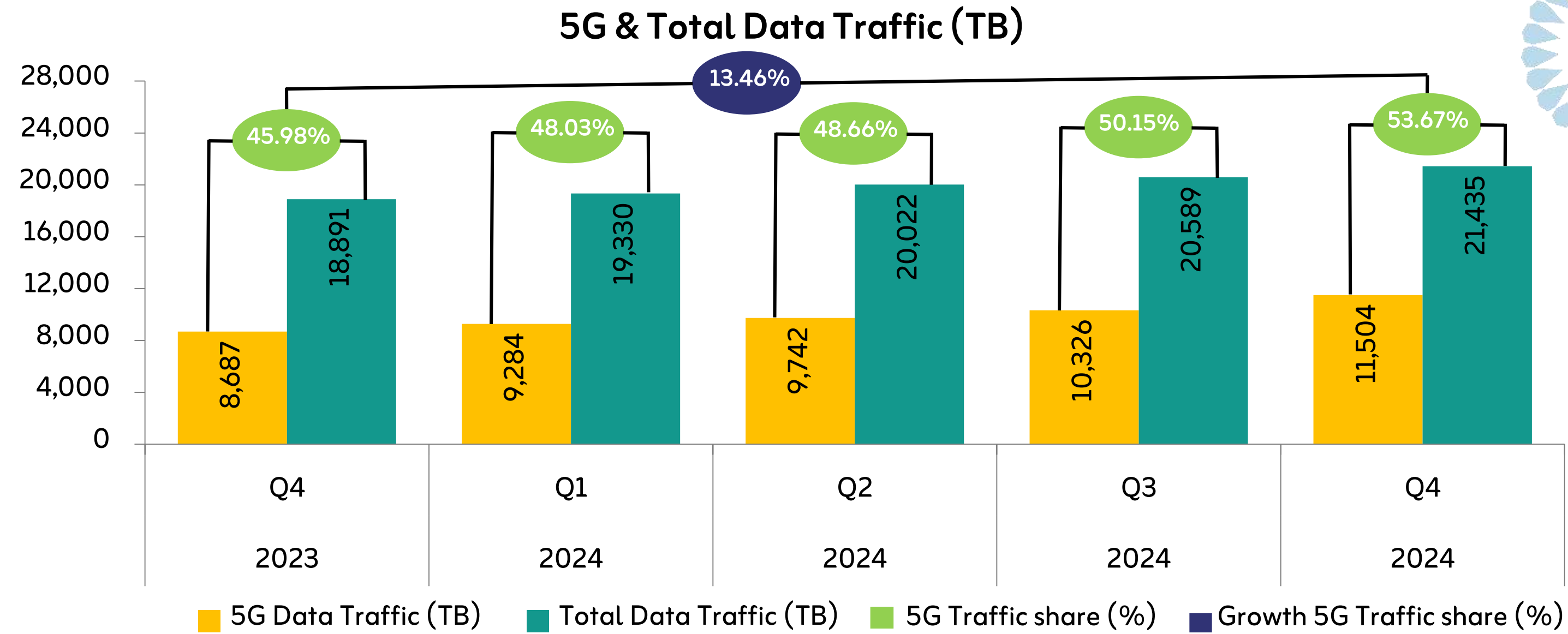
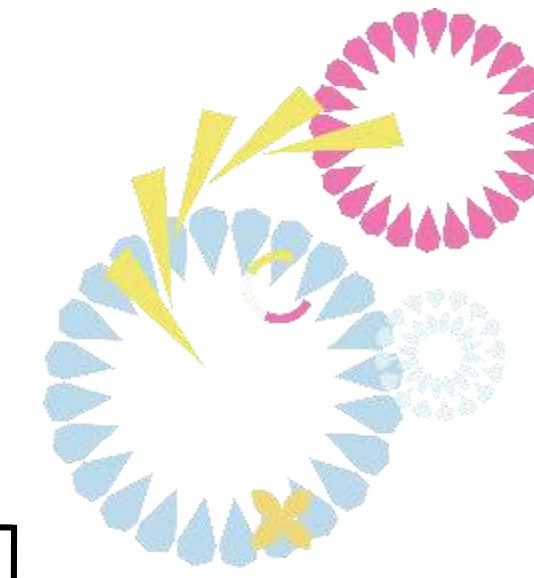
■ **#1** Position among all operators in DL throughput speed (as per Ookla) with **+53%** improvement year-over-year..



■ **+7%** Year-over-year overall increase in attached data subscribers to Zain Network including Yaqoot and MVNOs with a remarkable growth of **+36%** in 5G Subscribers

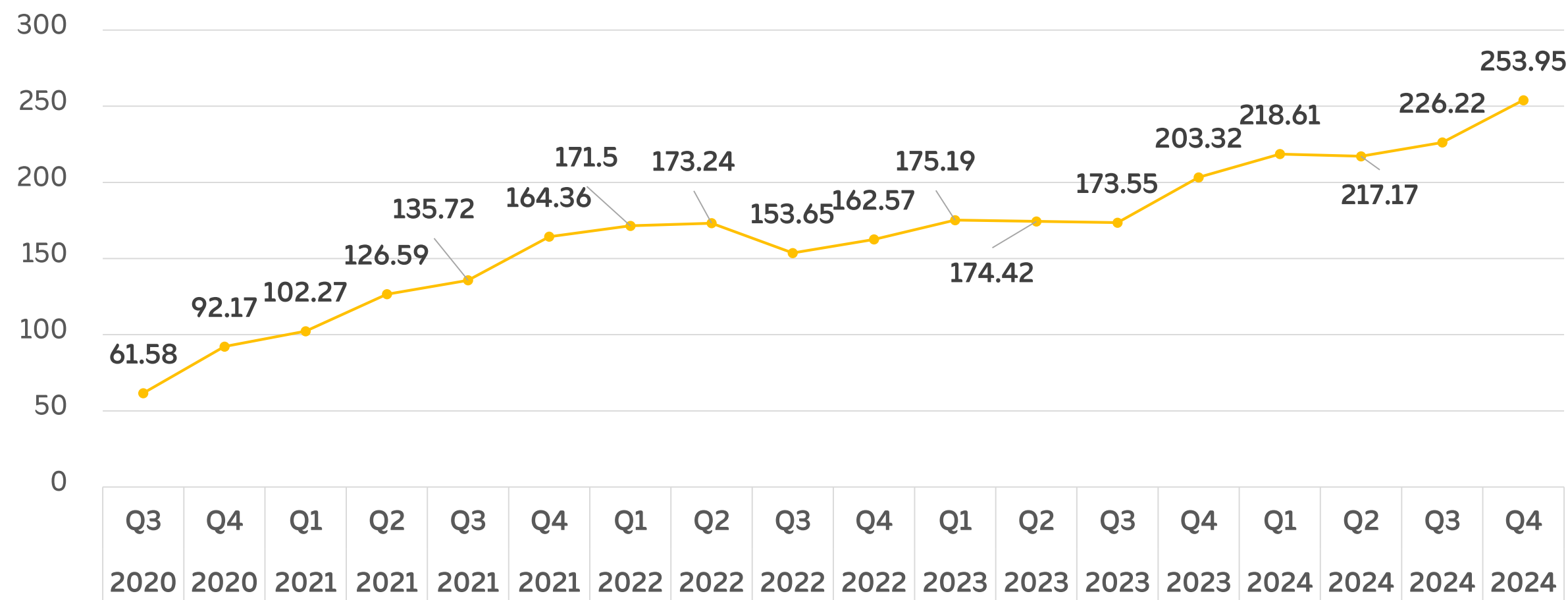


Zain KSA Today



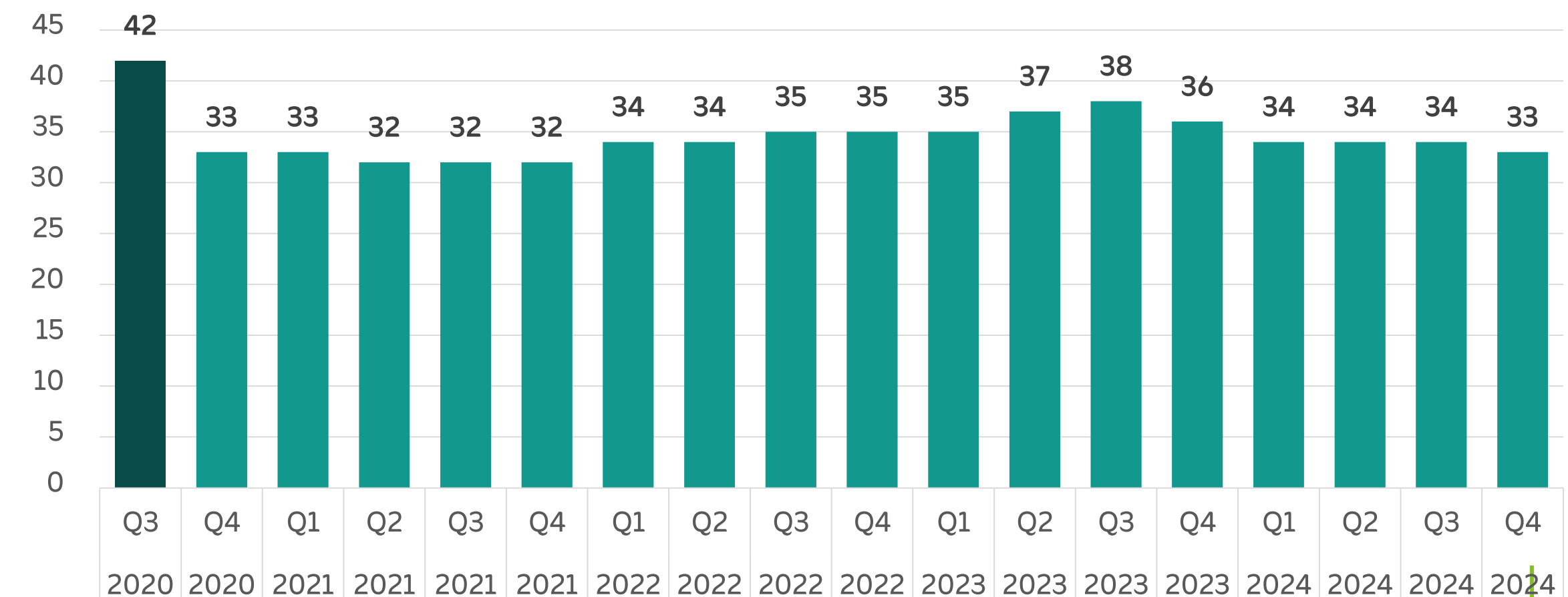
Data Throughput

*Quarterly data from Ookla
(higher is better)

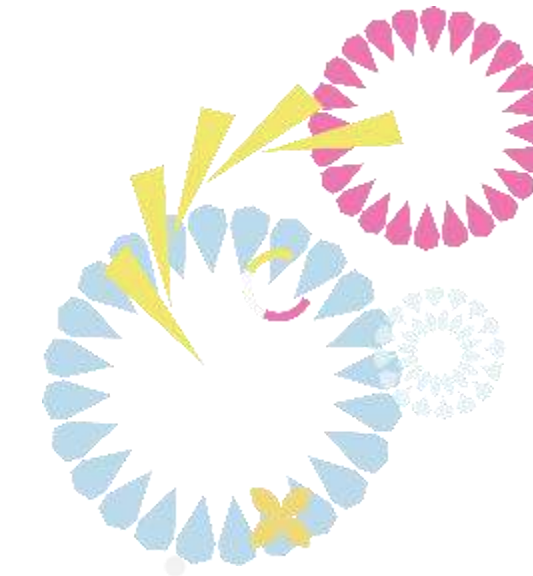


Latency (ms)

*Quarterly latency from Ookla
(lower is better)



● Award and recognition



Best 5G Advanced User Experience” and “Best BSS/OSS Solution” in the Middle East. By **Telecom Review**



"Excellence in Diversity and Inclusion" and "Excellence in Social Responsibility“ by **SHRM**

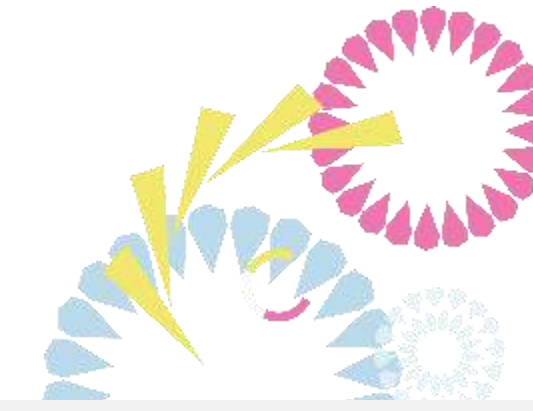


Gold Award in the inaugural edition of the (CSR) Award, organized by **HRSD**



Recognition for providing over 1,000 training opportunities to Saudi citizens to develop and empower our society by **HRSD**

● Technology and beyond



Salam Mobile Renews Strategic Partnership with Zain KSA to benefit from its infrastructure capabilities until 2030



Zain KSA powers Red Sea Global with First Unified Critical Communication System



Secures New Spectrum for Advancing 5G SA Services



Obtained a license from the Digital Government Authority (DGA)

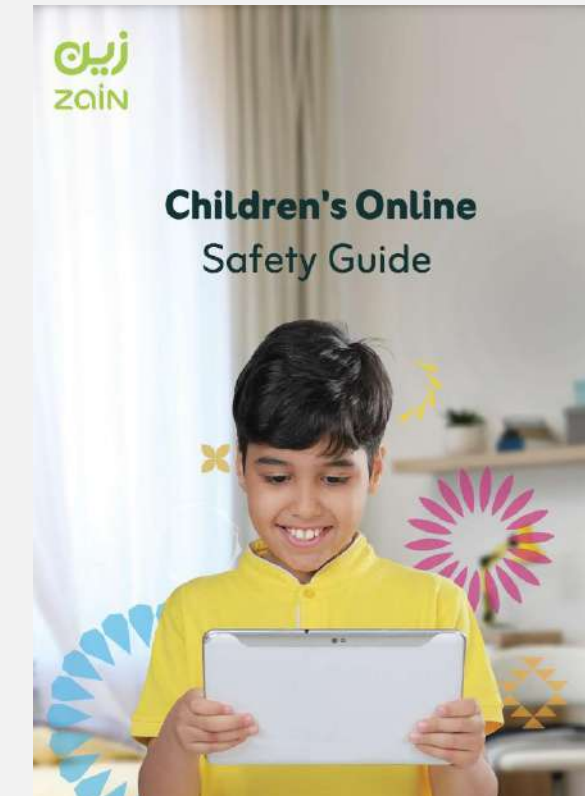
● Corporate Sustainability



Sustainability Champions Program Signing Ceremony

WIT 4

Child Safety



Launching the sustainability champions program with MEP and (Thiqah, Unifonic and 2P) aiming to empower their sustainable practices

150 students were onboarded in the 4th edition of WIT program in collaboration with MCIT, Huawei and Nokia

+900 giveaways in collaboration with CHL to children in KASCH celebrating the international children day.

Launch the Child Online Safety Guide

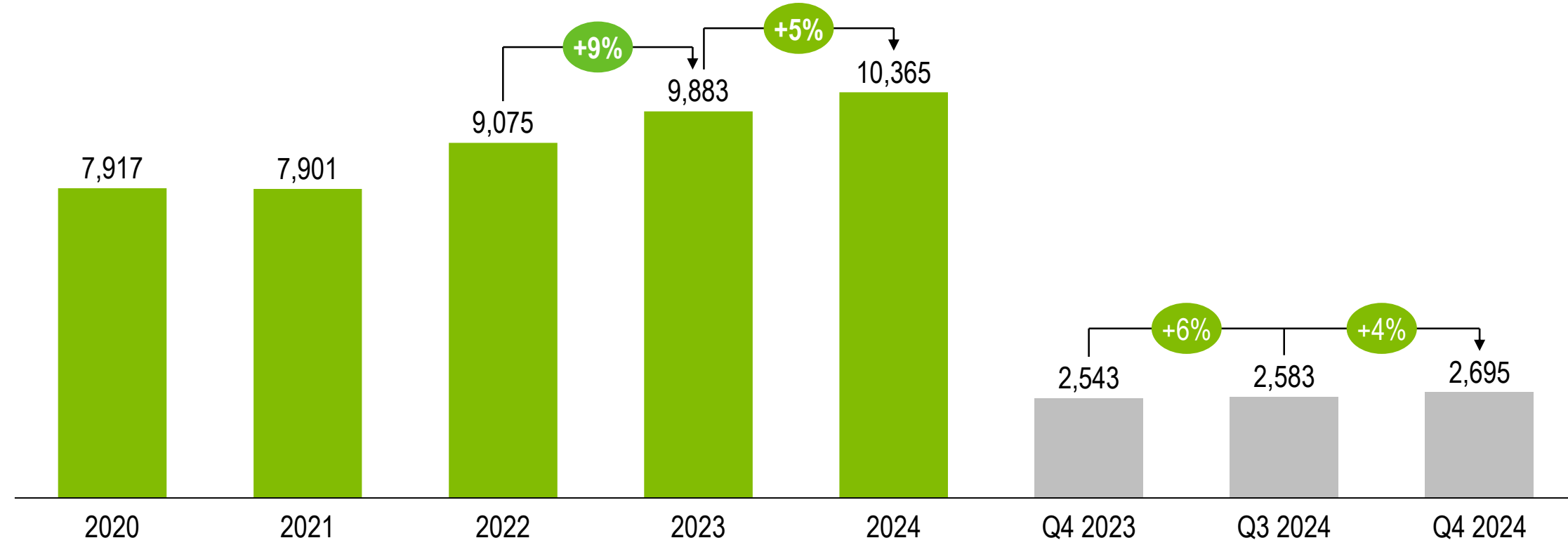


Mehdi Khalifaoui
CFO

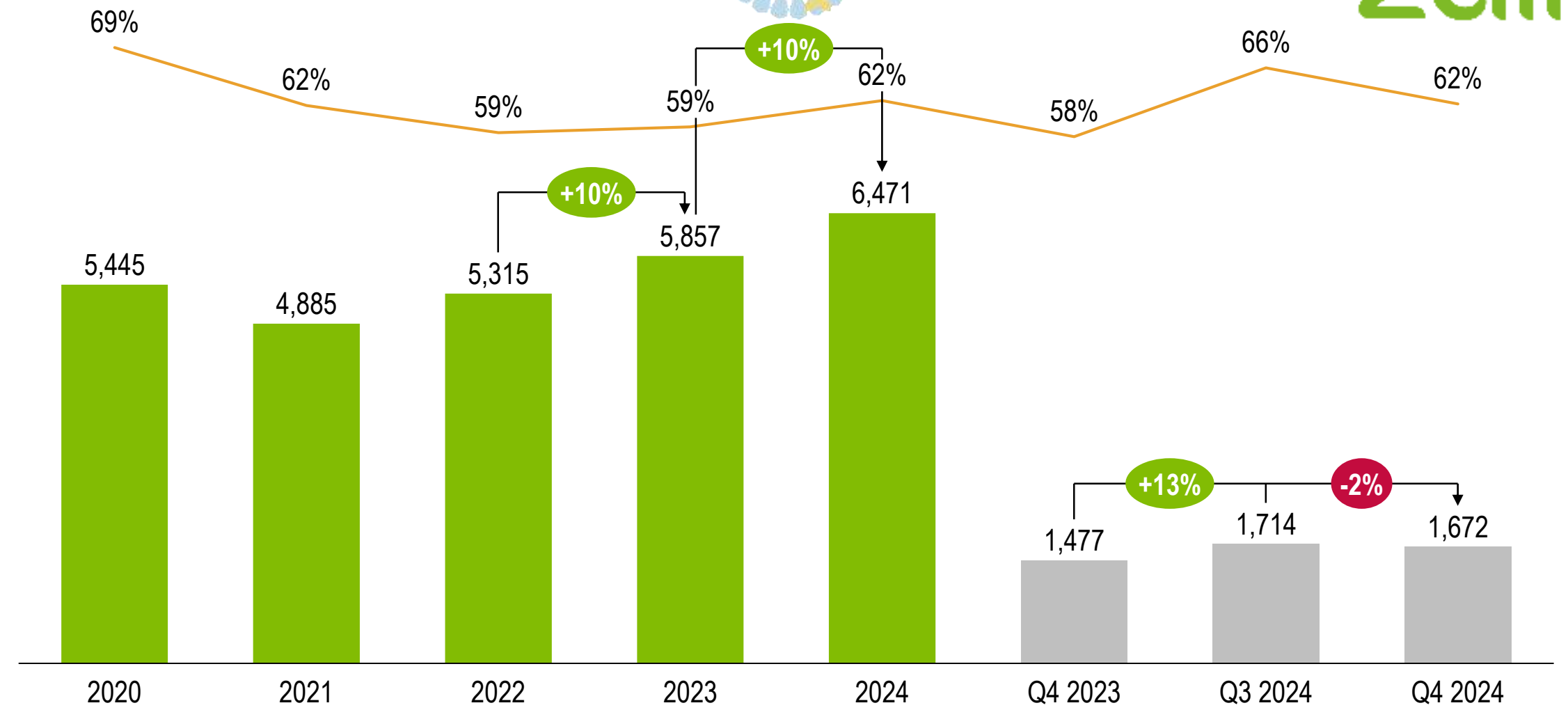
Financial Highlights



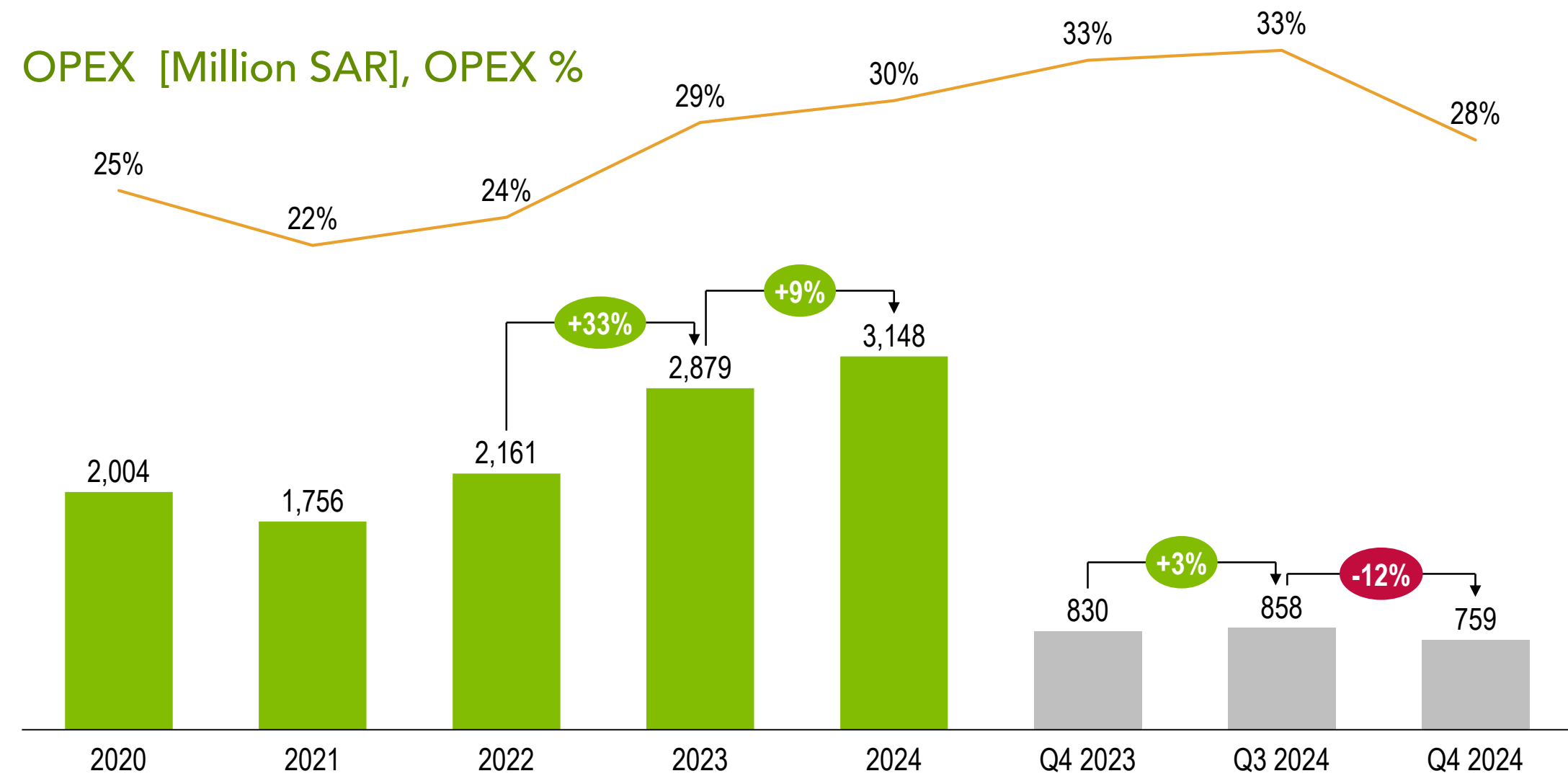
REVENUE [Million SAR]



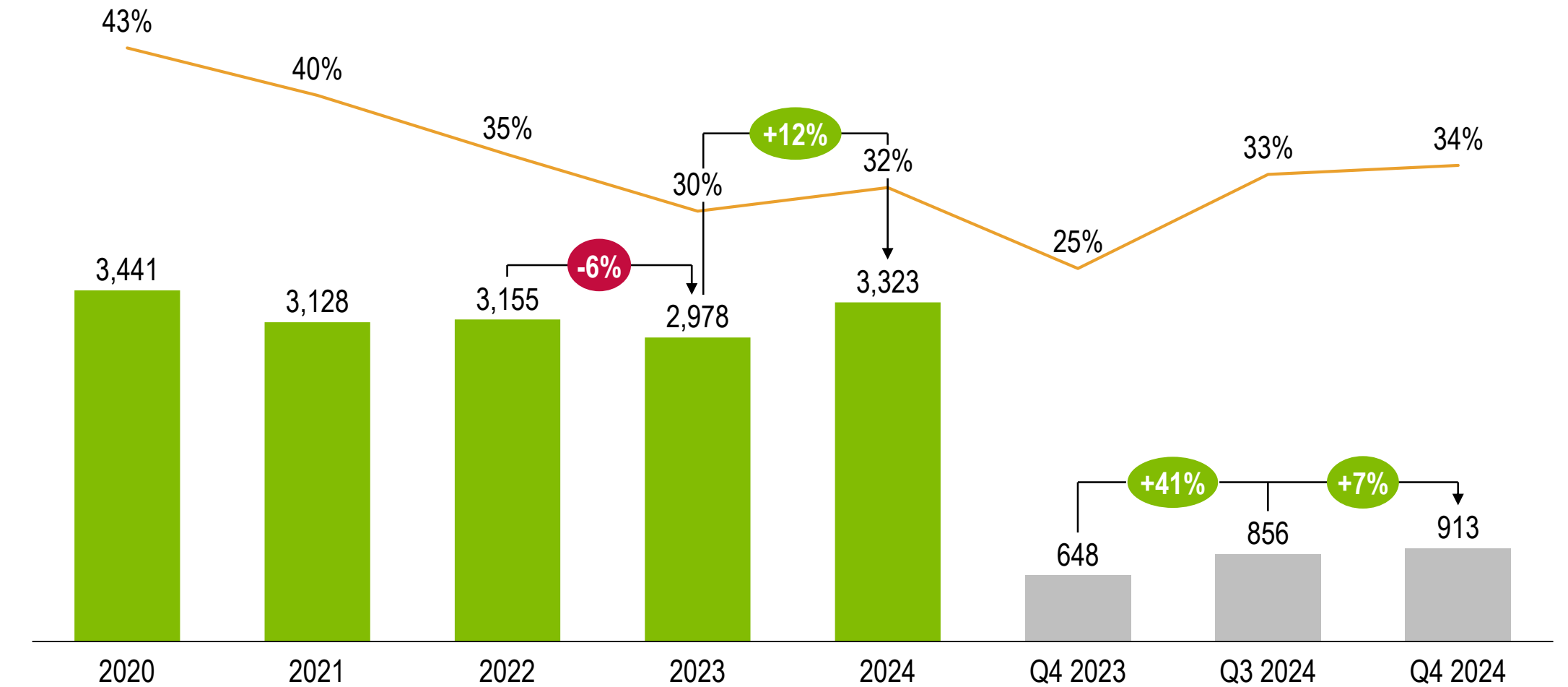
GROSS PROFIT [Million SAR]
GROSS MARGIN %



OPEX [Million SAR], OPEX %

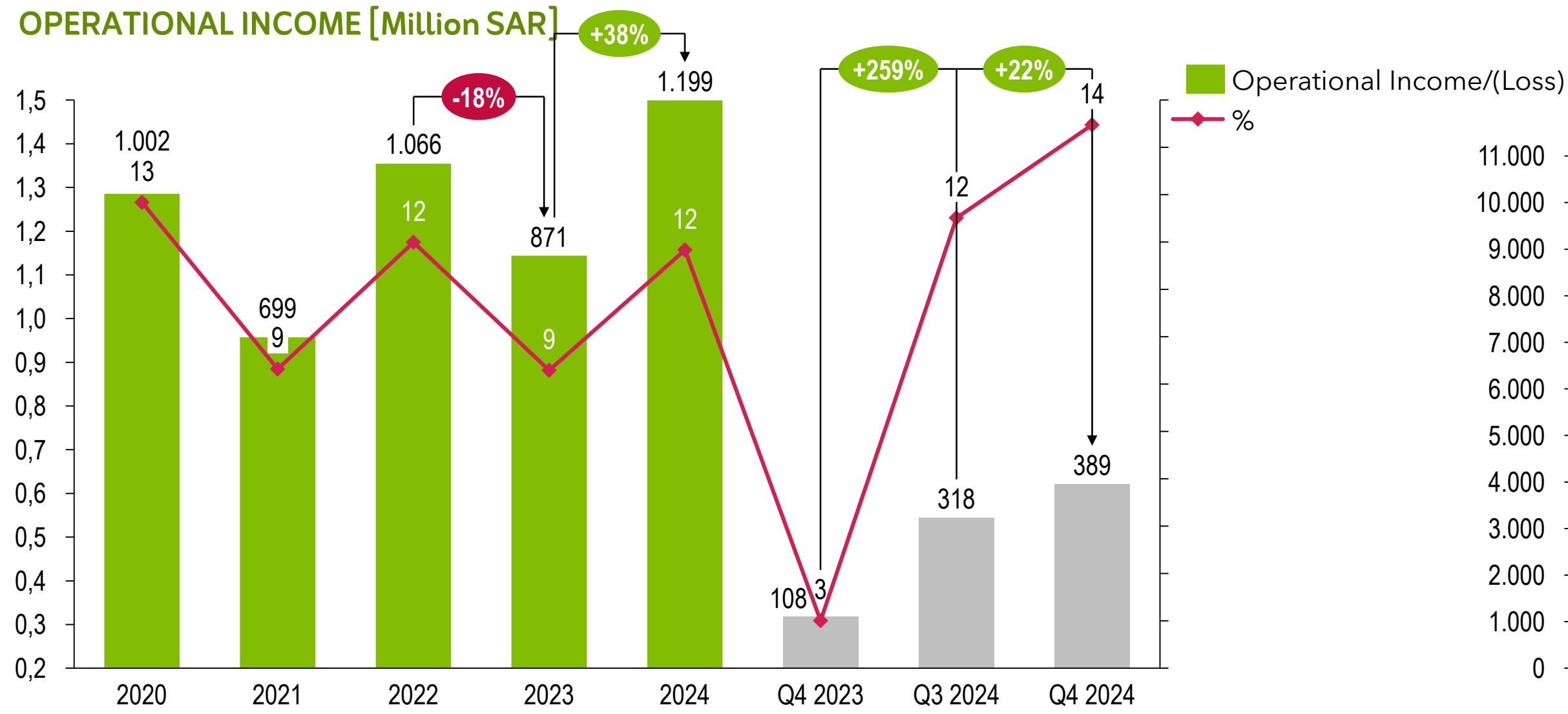


EBITDA [Million SAR]
EBITDA MARGIN %



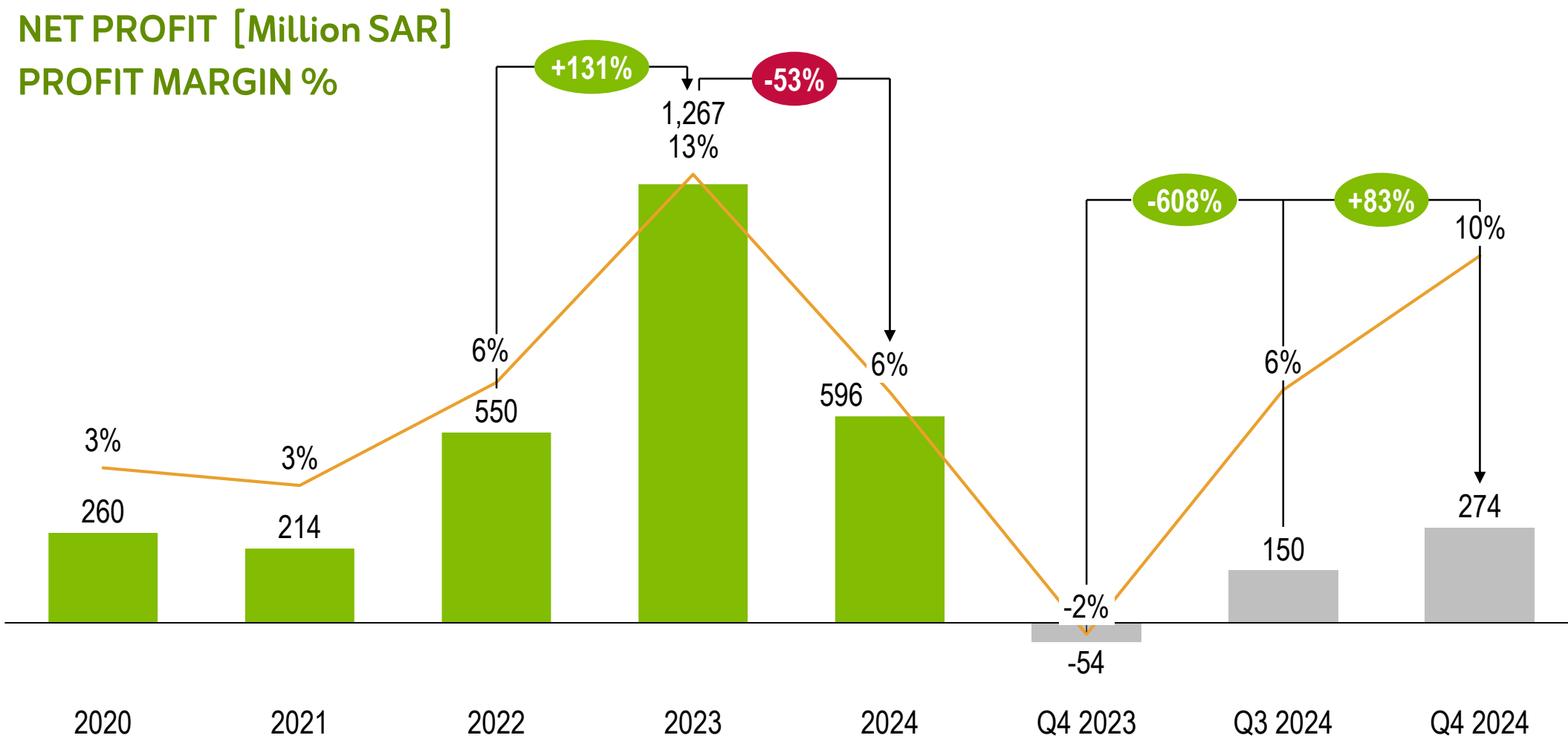
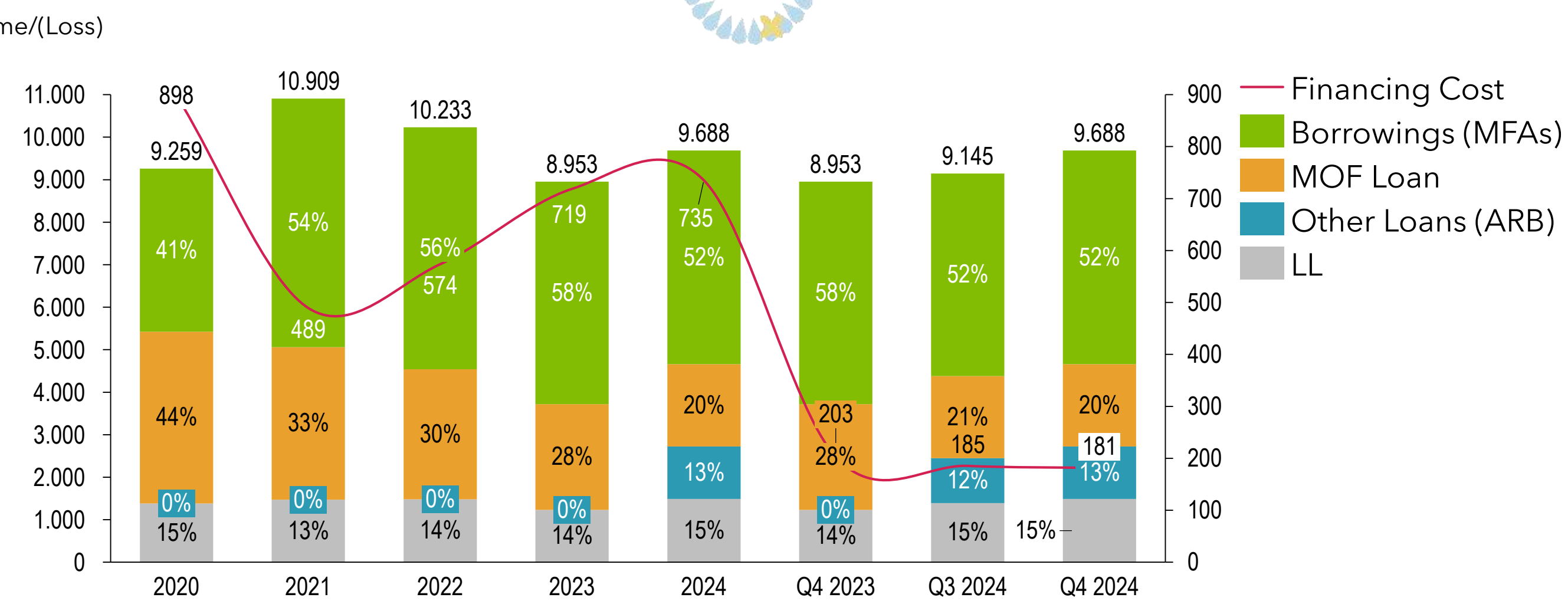
• Opex inclusive of Bad Debts Provision

Financial Highlights



Debts [Million SAR]

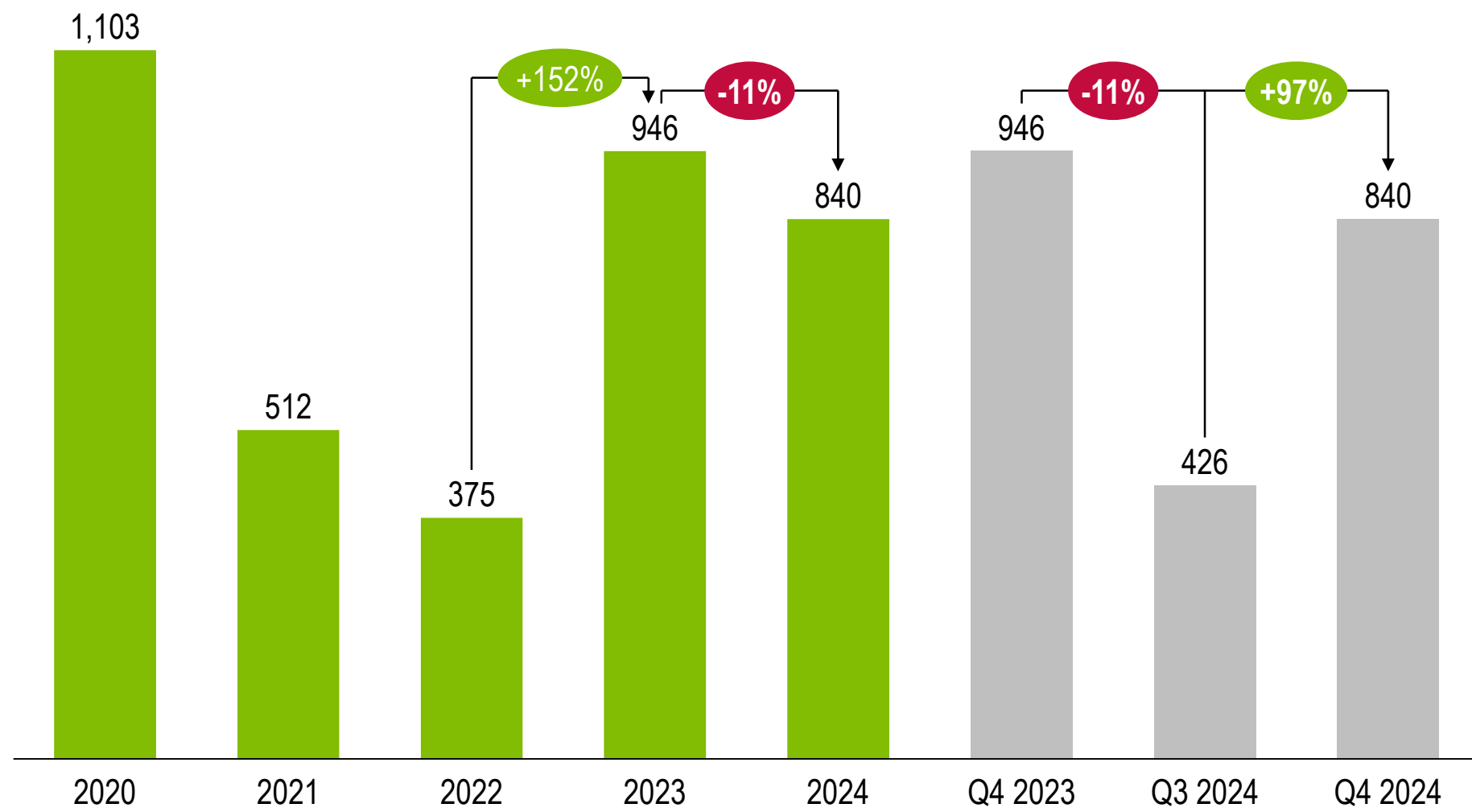
Financing cost [Million SAR]



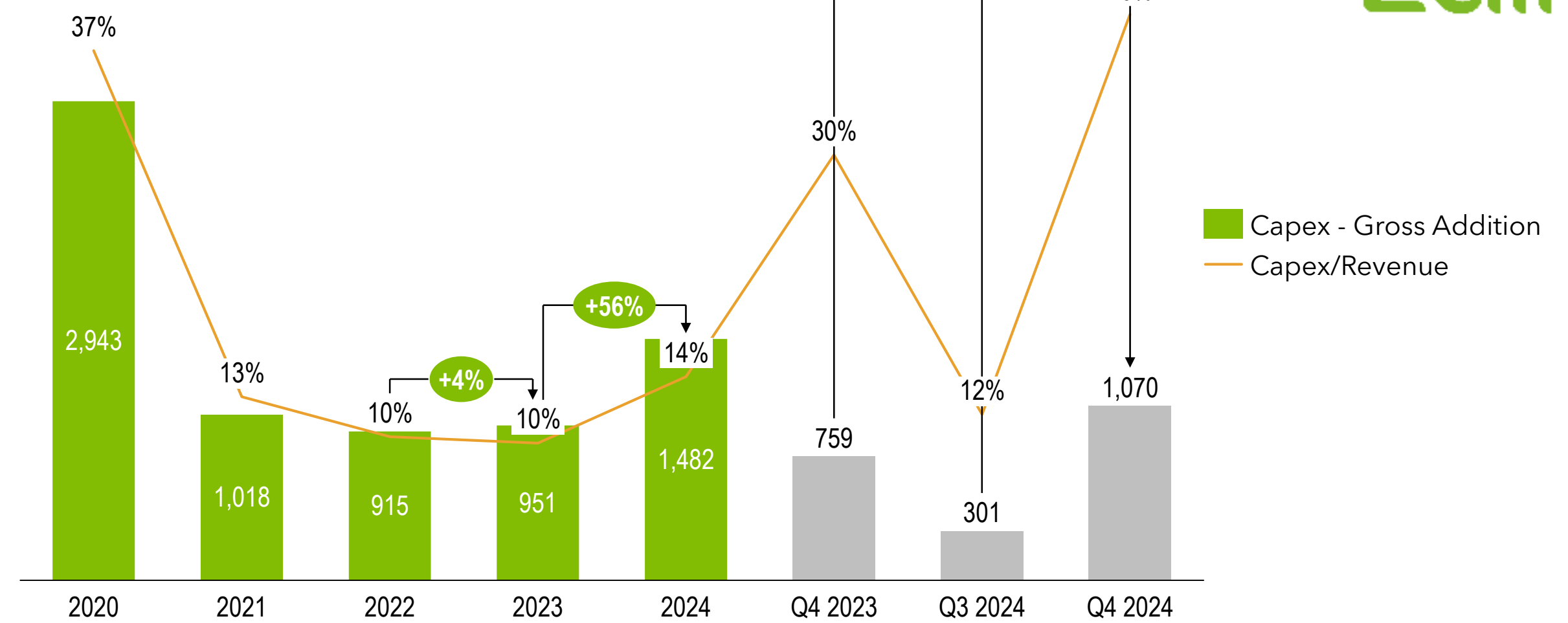
Financial Highlights



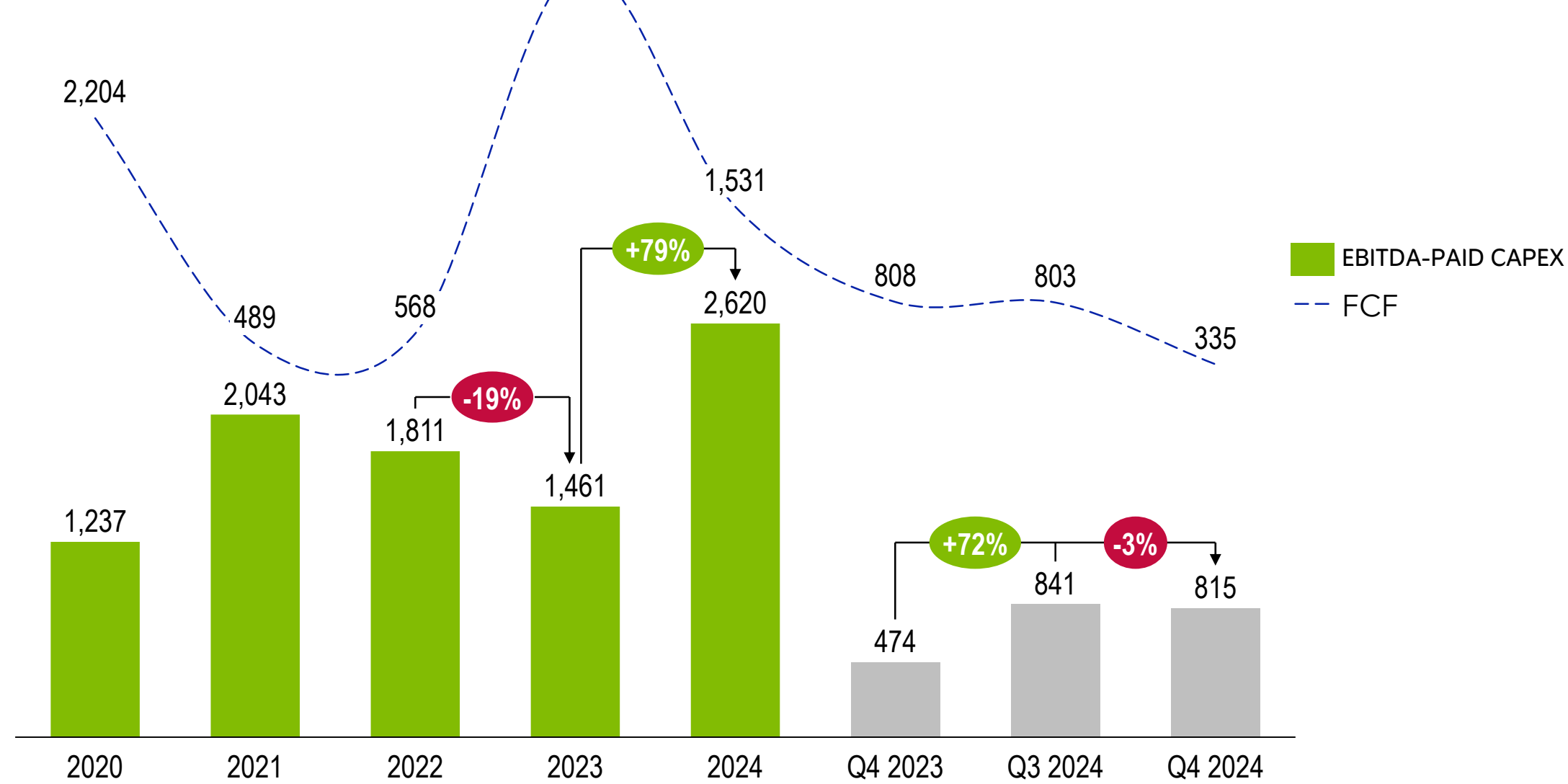
CASH BALANCE [Million SAR]



CAPEX [Million SAR]
CAPEX/ REVENUES %



EBITDA - CAPEX [Million SAR]
FREE CASH FLOW (FCF)



• PAID CAPEX relevant to fixed and intangible assets

Company Debt



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

Zain Saudi Arabia borrowings summary

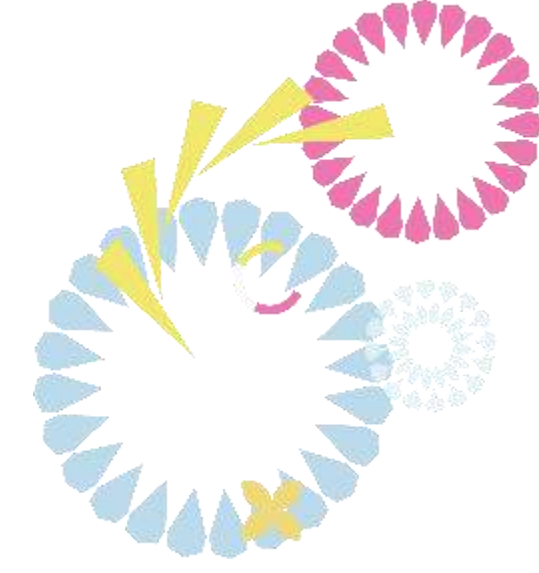
Description	Party	Outstanding Amount in Million SAR
Murabaha Facility Arrangement (MFA)	Consortium of eight banks	5,029
Government Loan (MoF)	Ministry of Finance	1,934
CAPEX Facility	Al-Rajhi Bank	736
Receivables discounting (with recourse)	Al-Rajhi Bank	500
Total		8,199

- Amounts in Million SAR
- Balances exclusive of accrued interests – inclusive of debts arrangements fee

	2024	2023	2022	2021	2020	2019	2018
Net Debt *	7,359	6,842	8,777	9,009	9,088	14,227	14,218
Equity	10,707	10,591	9,800	9,042	8,729	4,103	4,012
EBITDA	3,323	2,978	3,155	3,128	3,441	3,823	3,009
Debt/(Debt + Equity)	43%	42%	48%	51%	54%	79%	80%
Net Debt/EBITDA	2.21	2.30	2.78	2.88	2.64	3.72	4.72
Debt/(Debt + LL + Equity)**	48%	46%	52%	55%	57%	80%	80%
Net Debt/EBITDA **	2.66	2.71	3.30	3.37	3.04	4.11	4.72

- Amounts in Million SAR
- * Net Debt amounts revised to remove the SHL balances in 2024 period only

** inclusive of LL. LL recording started in 2019 as per IFRS 16 adoption.



Q&A

• More Information



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

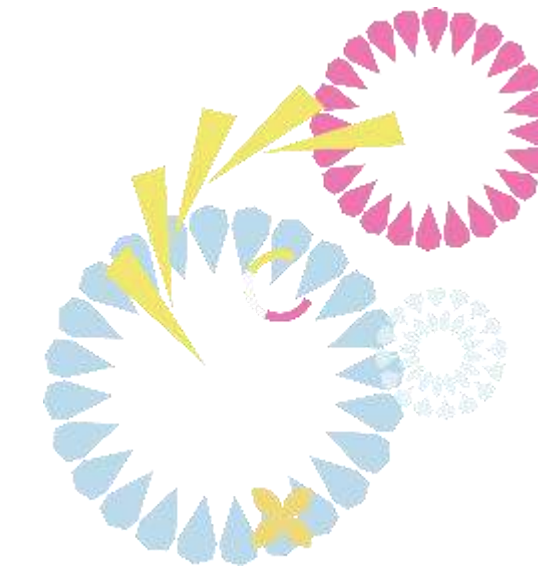


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PERSONAL BUSINESS COMPLAINTS عربي

MOBILE & INTERNET PLANS HOME PLANS ZAIN OFFERS DEVICES eSIM 5G

1,173,481 ZAIN KSA 17/08/2023 12:38 (AST) 12.84 SAR ▲ 0.00 / 0.00% Volume: 1,173,481 My Zain ZAIN KSA 17/08/2

Investor Relations Application

Download the app to stay up to date on ZAIN KSA share performance, announcements, financial data and more...

SHARE STATISTICS FINANCIAL INFORMATION TADAWUL ANNOUNCEMENTS

SHARE GRAPH SHARE SERIES INVESTMENT CALCULATOR SHARE PRICE LOOK-UP SHARE ALERTS

7030 17/08/2023 12:38

Last	High	Low	(+/-)	%	Volume	Value traded	Market Cap (mil.)
12.84	12.92	12.74	0.00	0.00	1,173,481	1,508.36	11,539.68

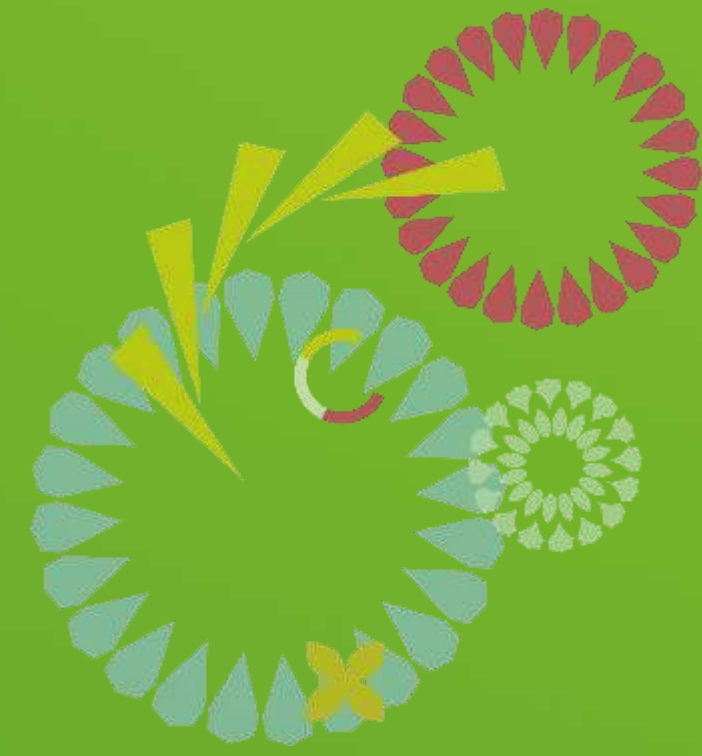
SHARE GRAPH SHARE DATA TRADES PERFORMANCE

1 day 5 days 3 months 6 months 1 year 3 years Custom range

2022/08/17 - 2023/08/16

Zain KSA Open: 12.42 | High: 16.12 | Low: 10.00 | Close: 12.84

<https://sa.zain.com/en/investors/share-statistics>



Thank You