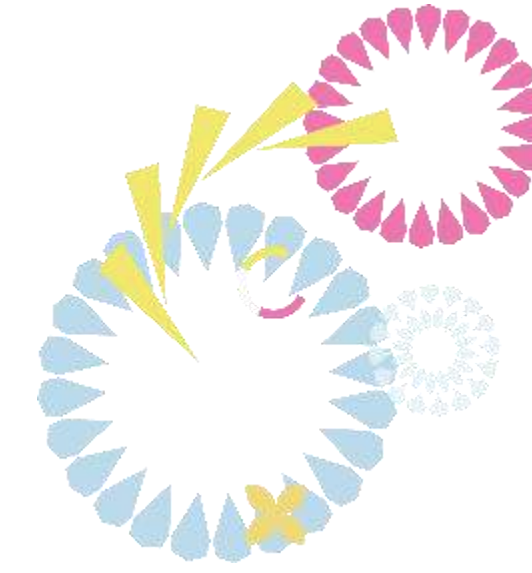


# Welcome to Zain KSA Q1 2025 Earnings call



## ● 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.



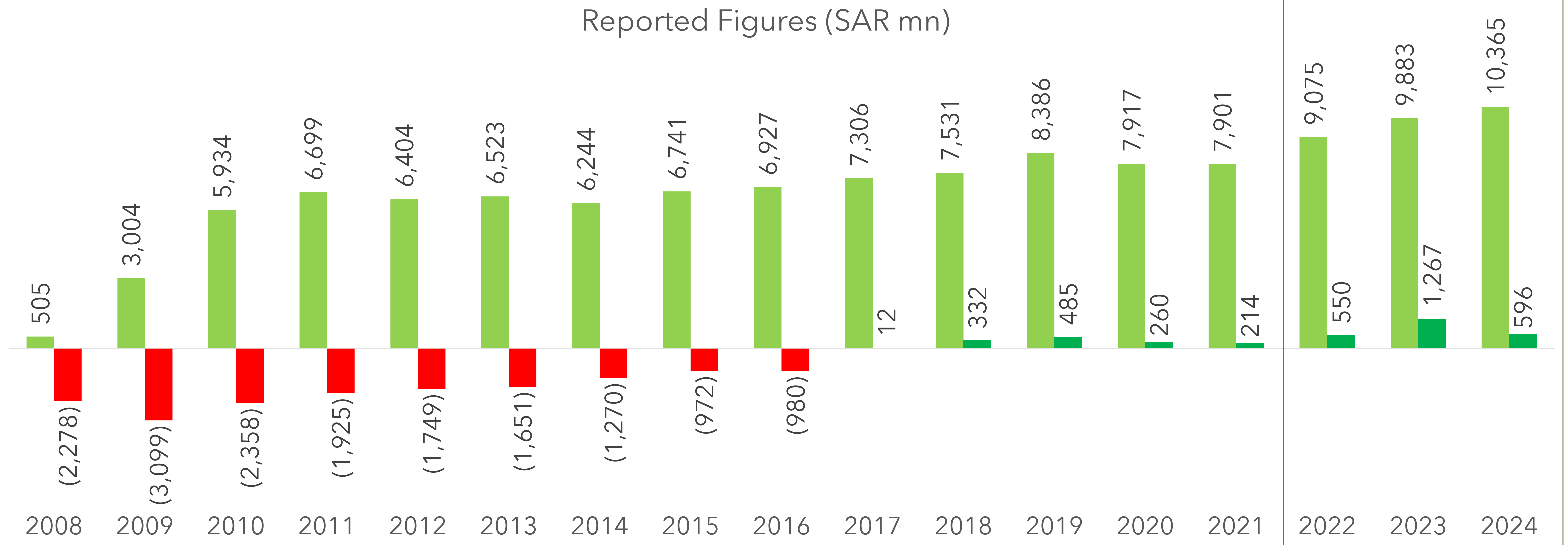
Creative positive impact outcomes that include improving profitability and cash position all while considering environmental and social disciplines.

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.

# ● HISTORICAL PERFORMANCE





# Our experienced and diverse Board of Directors and Executive Management team



## Our Board of Directors



Eng. Abdullah Fahad Alfaris

Chairman



Bader Nasser Al Kharafi  
Vice Chairman



Zeyad Alhazmi



Kamil Hilali



Talal AlMamari



Ossama Matta



Umar Al Mahmoud



Saud Al Juhani



Eng. Nawaf Hisham Al-  
Gharabally



Eng. Saad AlSadhan

Acting CEO



Mehdi Khalfaoui  
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



Eng. 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



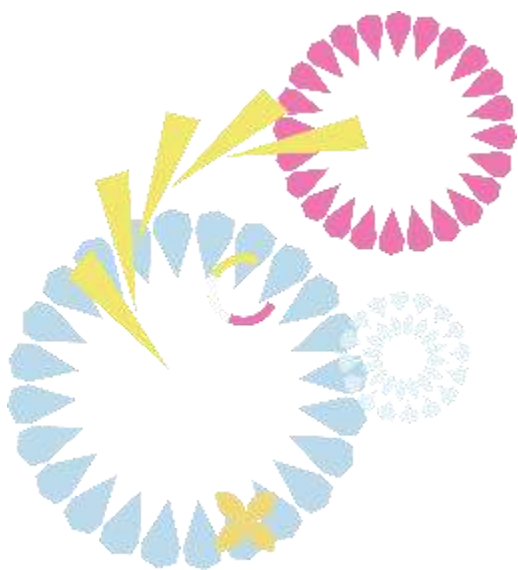
Njoud AlShehri  
EVP of Strategy & Innovation



**Eng. Saad bin Abdulrahman AlSadhan**  
**Acting CEO**



# ● Financial Result Q1 2025





# ● Tamam Finance Overview – Q1 2025

Tamam Finance, Zain KSA's fintech arm, delivered strong Q1 growth for its shariah-compliant microfinance. Tamam completed core platform upgrades to accelerate product launches and drive scale through financial inclusion supporting Saudi Vision 2030's Financial Sector Development Program.

### Key figures

Revenue	1Q25	Revenue growth	
SAR Mn	108.0	Vs. 1Q24	31%
Gross Margin	1Q25	EBITDA	1Q25
	88%	SAR Mn	36.6
EBITDA Margin	1Q25	Net profit	1Q25
	34%	SAR Mn	29.7
Net Profit Growth		Downloads.	to Q125
Vs. 1Q24	11%	Mn	5.11
Active Loan Book*	1Q25	Customers	
SAR Mn	970	Active	81,100

\*Islamic financing receivables including due interest

### Tamam today



#### Digital Leader

Core upgrade drives 100% digital lending, no documents required



#### Licensed by SAMA

Tamam is licensed by Saudi Central Bank since 2020 launch



#### Core Upgrade

New core lending platform supports agile product delivery, driving revenues, reducing costs and enhancing automation.



#### New Platform

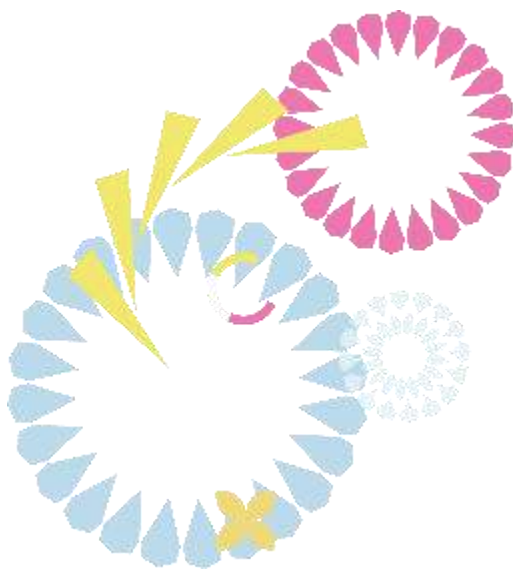
Supports dynamic pricing and enhanced risk management



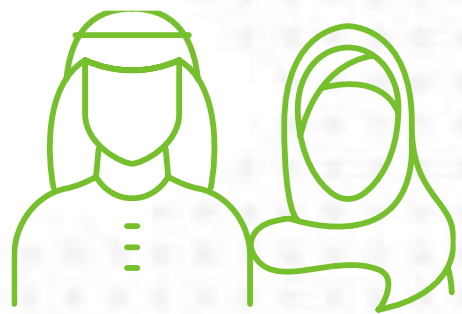
#### Cash and Installments Finance

Multiple services  
One platform

● Zain KSA Today



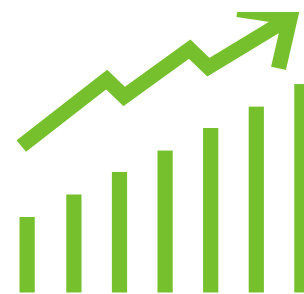
9 Million  
Costumers.



1,451 Zainers  
Woman: 21 %  
Local: 87%



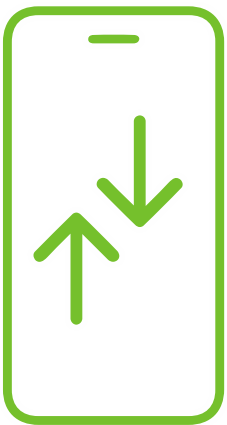
240 Shops  
5,500 POS



45 % Data Revenue  
(Excluding SMS & VAS)



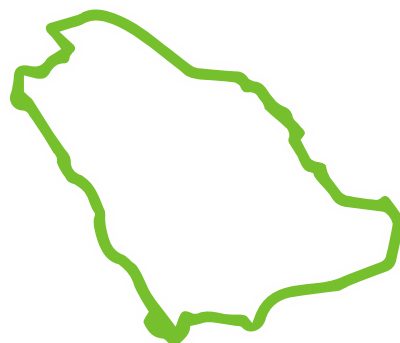
61 SAR  
Blended ARPU



23,108 TB/Day  
Average daily data traffic



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



10,543 Total number of sites  
564 Cities covered by 3G  
479 Cities covered by 4G  
73 Cities covered by 5G

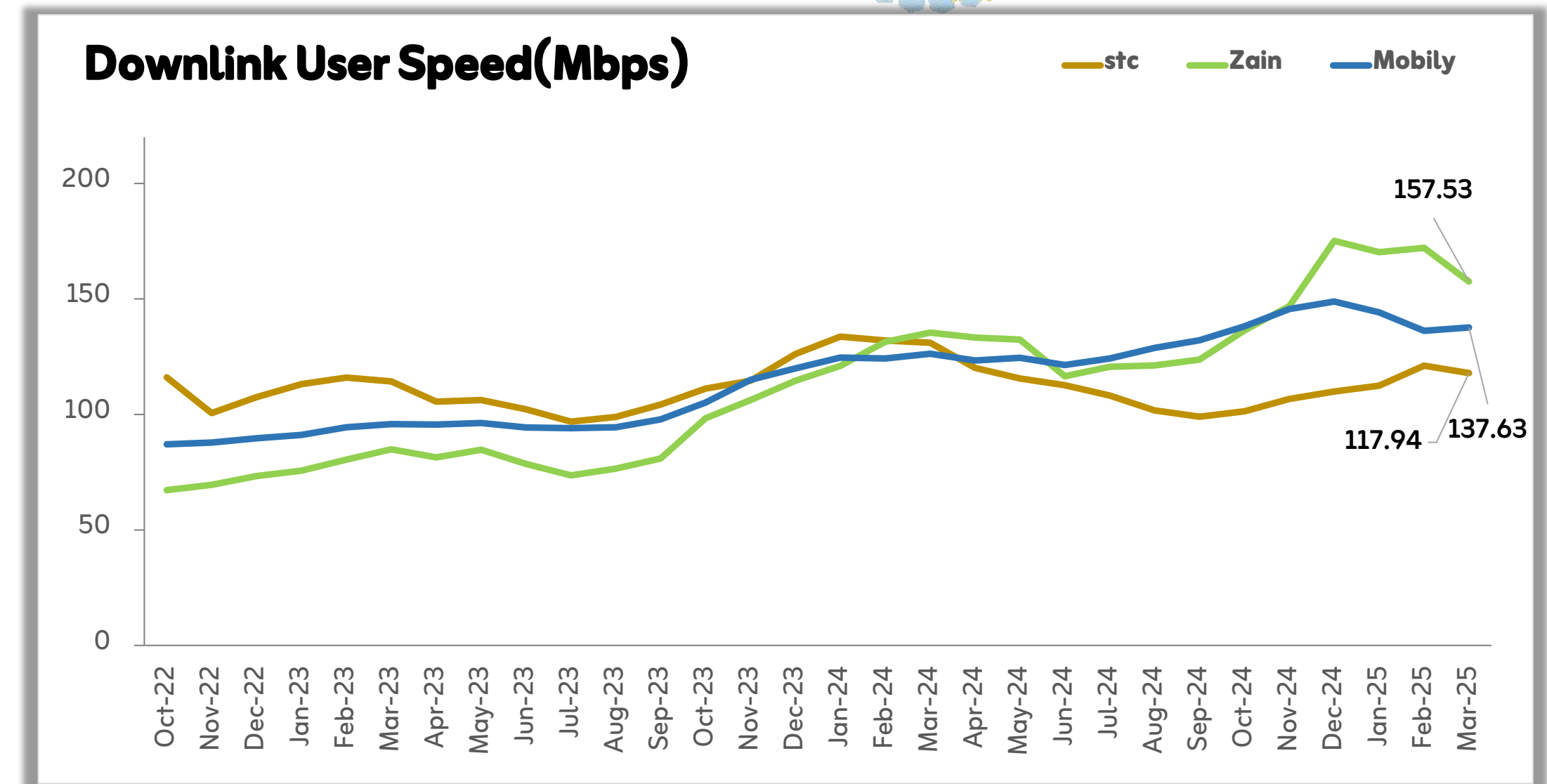
\*3G Population coverage is reduced due to the shutdown of 3G sites in Riyadh and Jeddah cities.



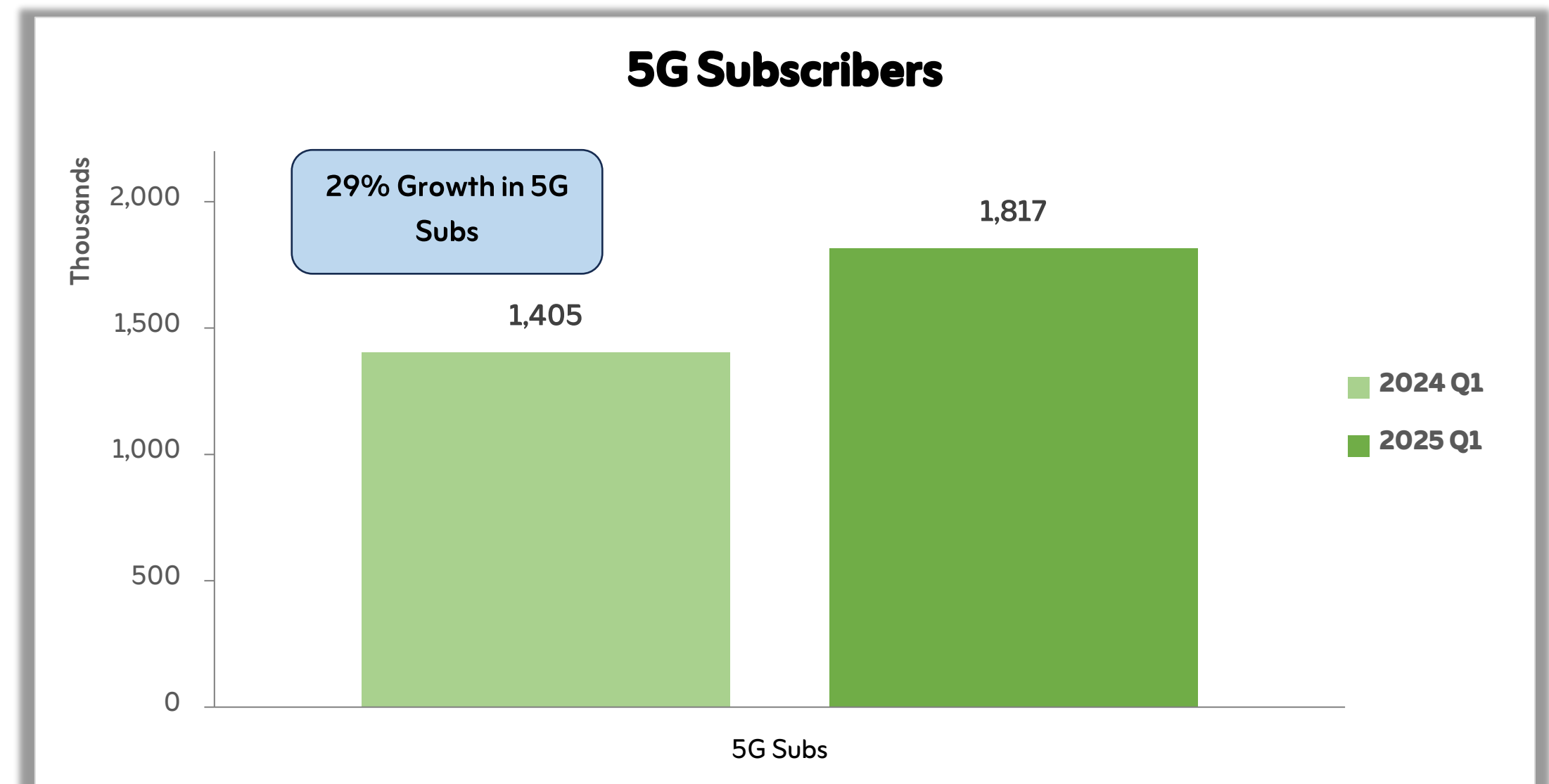


# ● NETWORK ACHIEVEMENT IN Q1-2025

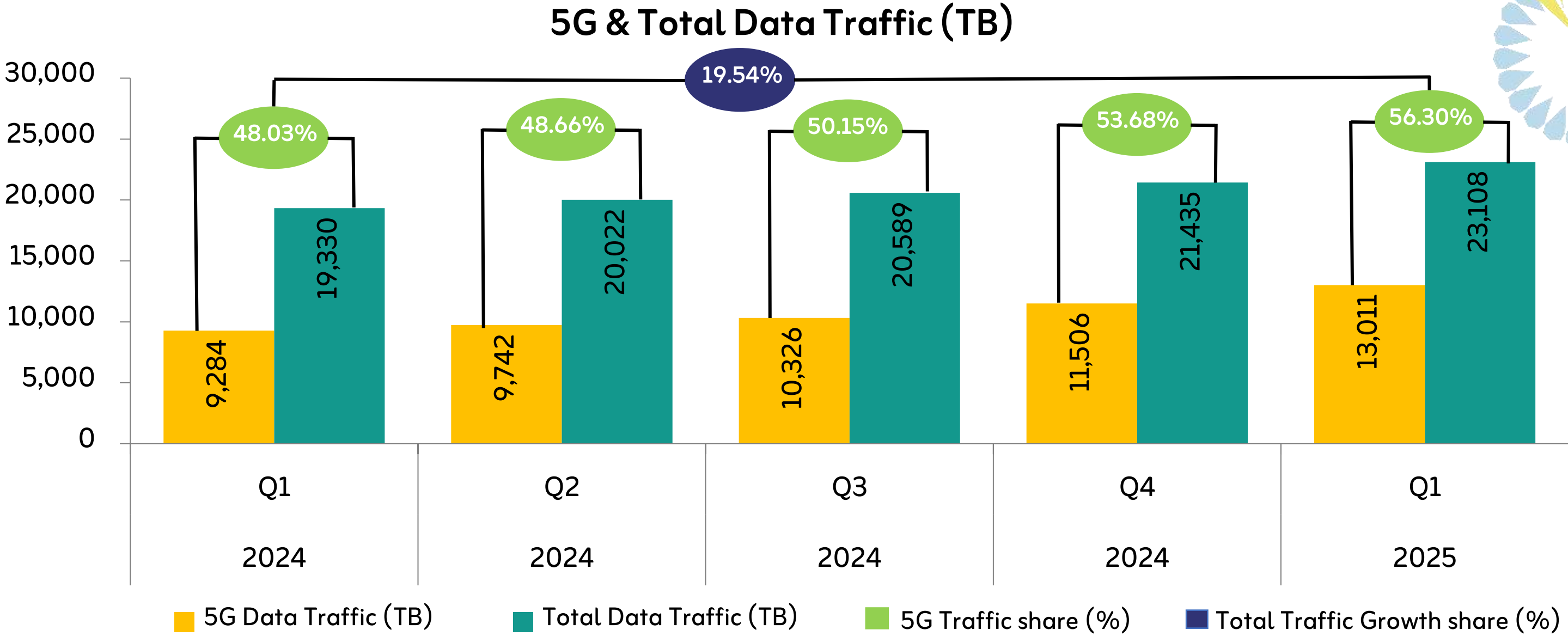
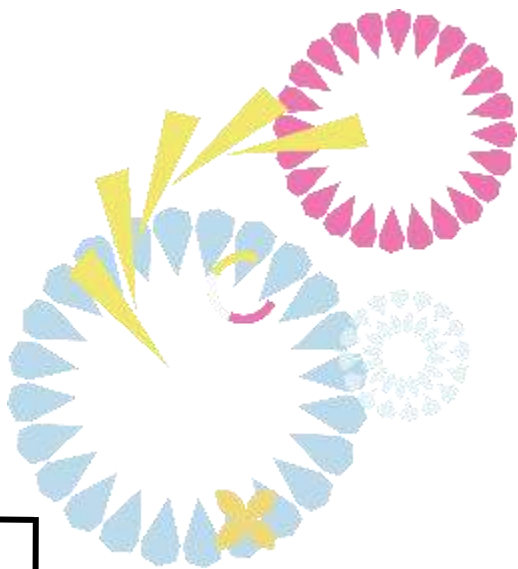
■ **#1** Position among all operators in Downlink user speed (as per Global platform specializing in performance measurements) with **+30%** improvement year-over-year.



■ **+9%** Year-over-year overall increase in attached data subscribers to Zain Network with a remarkable growth of **+29%** in 5G Subscribers

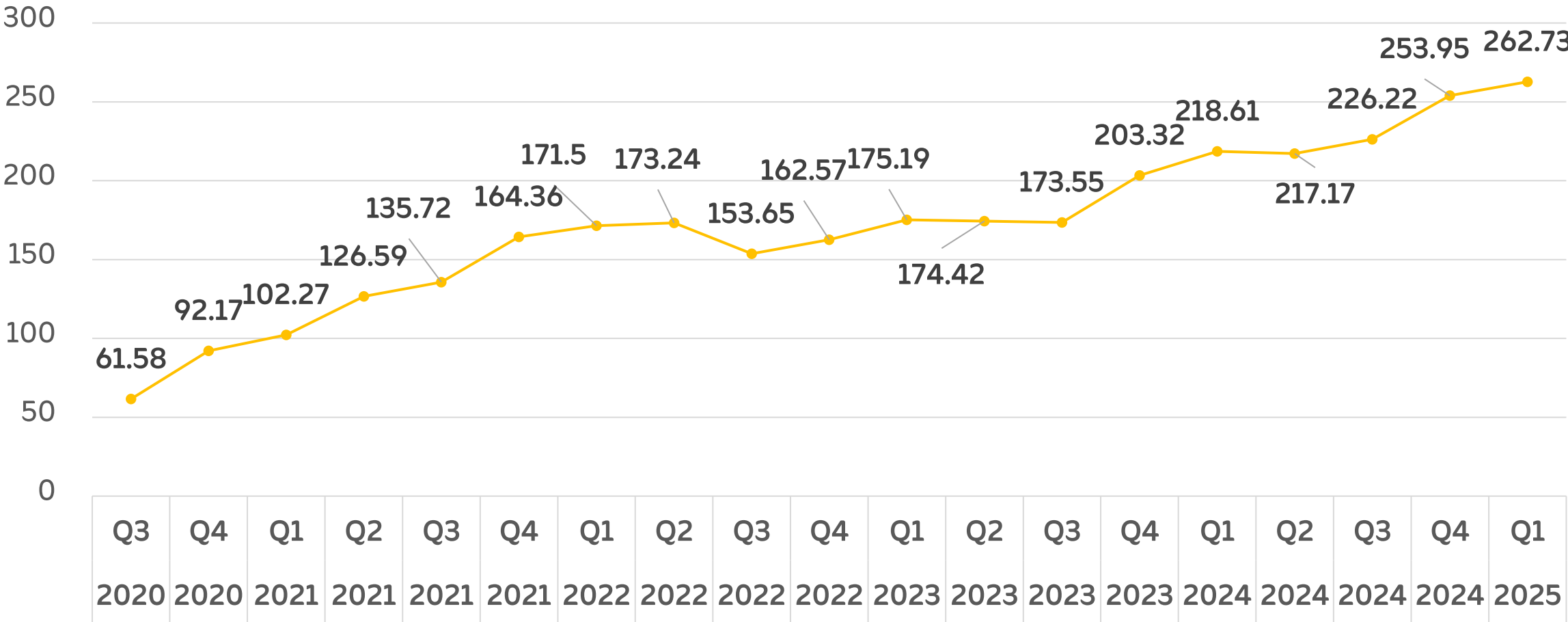


● Zain KSA Today



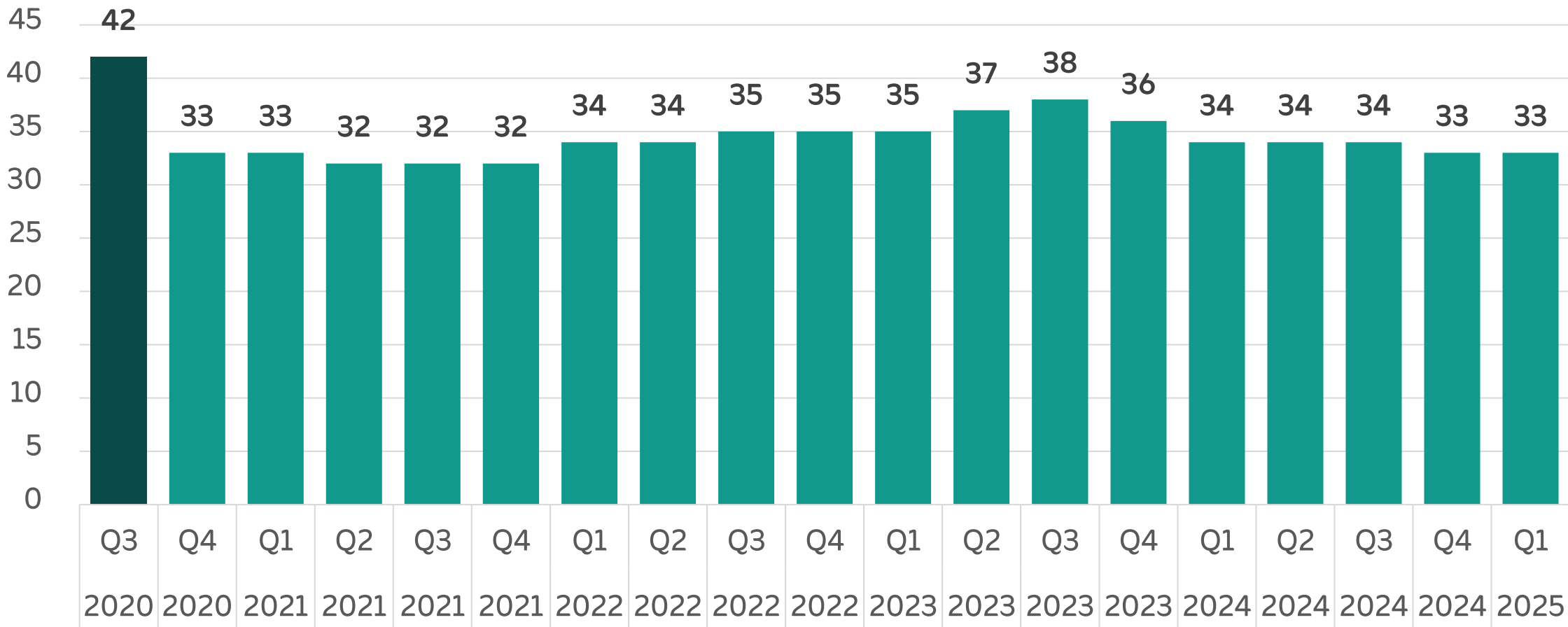
Data Throughput

\*Quarterly data from Global platform specializing in performance measurements.  
(higher is better)\



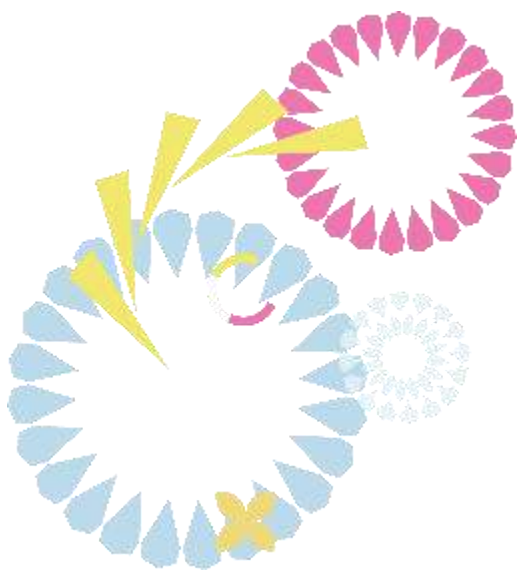
Latency (ms)

\*Quarterly latency from Global platform specializing in performance measurements.  
(lower is better)





● **Event participations local & global**



**LEAP25**

Total agreements: 20

**LEAP**

Total Impressions  
**64.6M**



**MWC25**

Total agreements: 5



تكاful الراجحي  
Al Rajhi Takaful



**ORACLE**

المستأفر  
Almosafer

**NOKIA**





- **Sponsorships & Partnerships**



Strategic Sponsor with Inter Milan



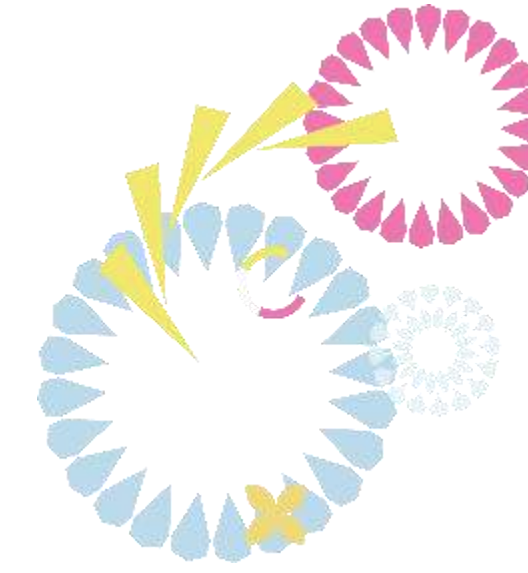
Strategic Sponsor for LEAP25





- **Sponsorships & Partnerships**

## **Empowering Saudi Talents**

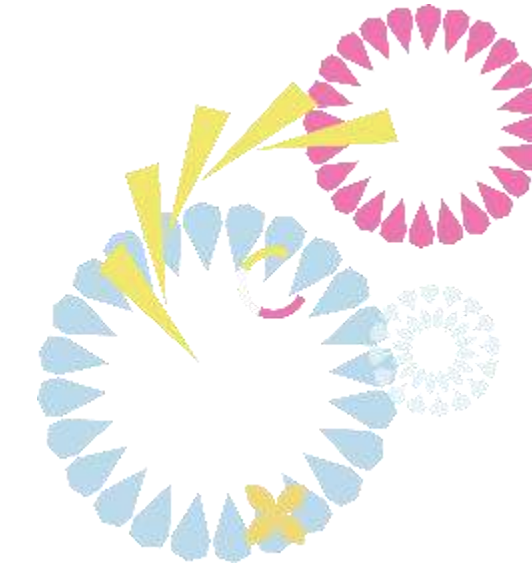


Strategic partnership with universities and educational institutions to empower Saudi talents with digital skills, real-world training, and career support.





- **Digital Certification Licenses**

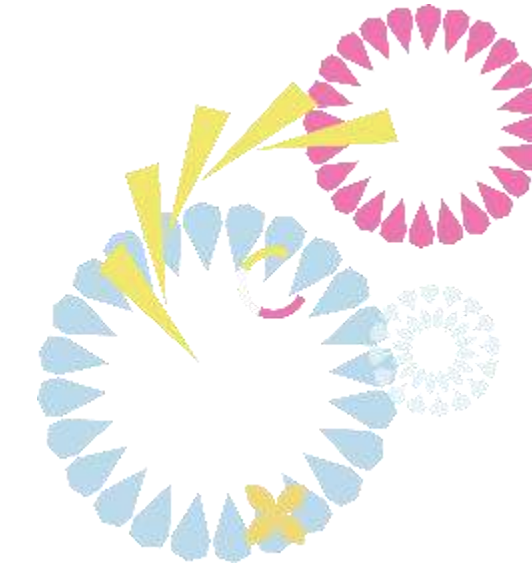


Zain KSA has obtained a license from the Digital Government Authority (DGA) to offer digital authentication services independently.





## ● Sustainability Initiatives



Distributed Iftar meals on CSR Day with the participation of our employees



Launched cyber cybersecurity awareness campaign targeting the marginalized community  
“university students”



Supported the national donation campaign “Ehsan”



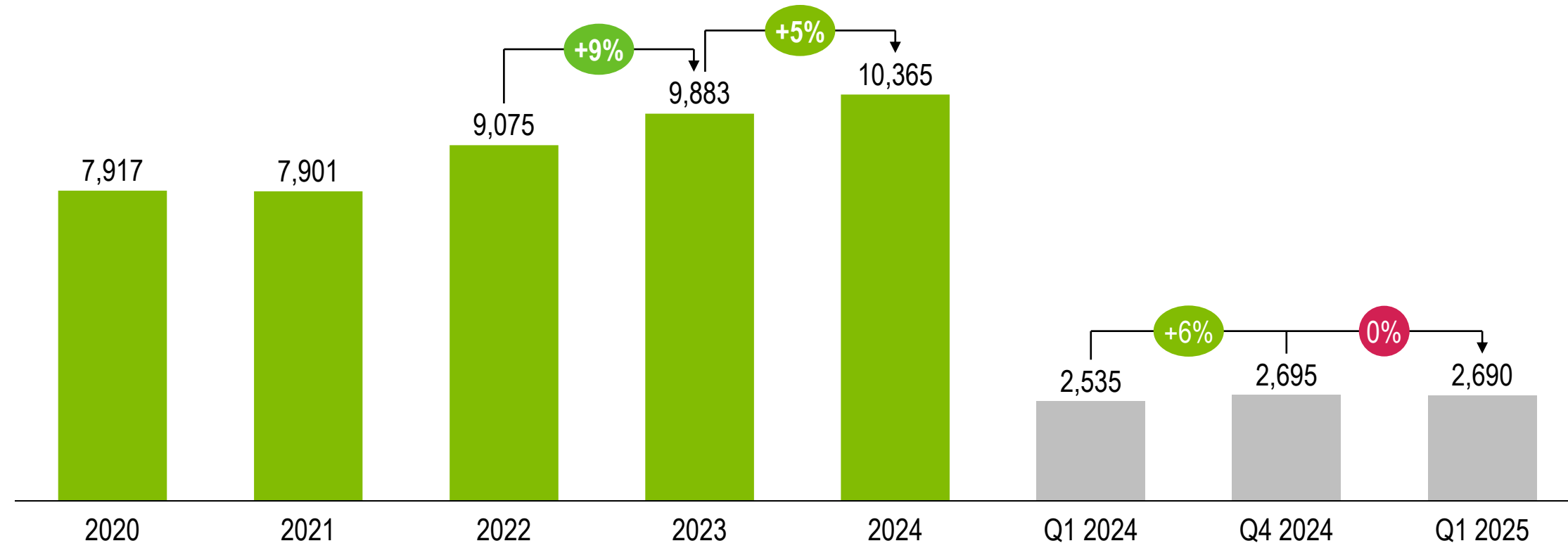


**Mehdi Khalfaoui**  
CFO

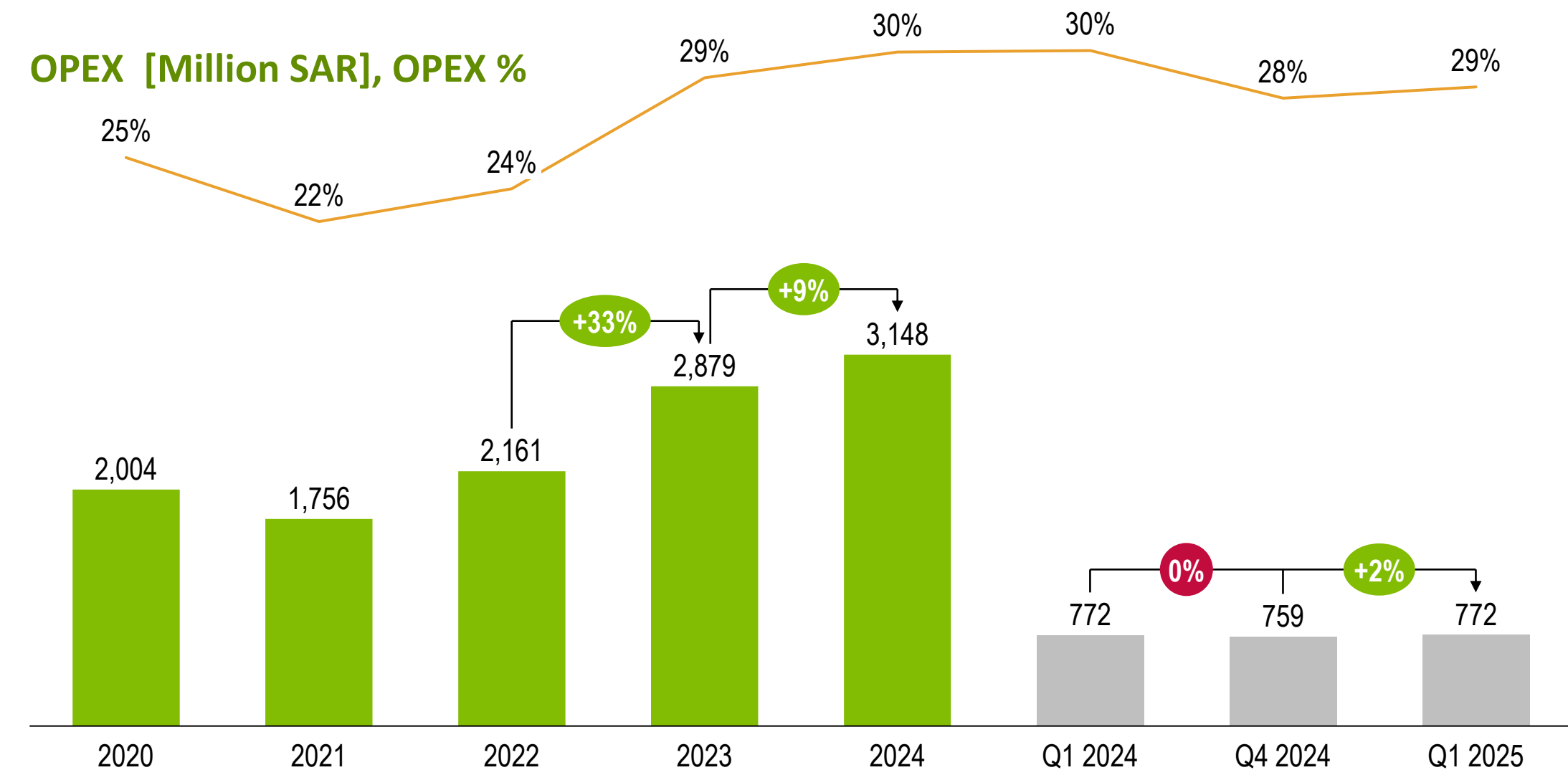


# Financial Highlights

REVENUE [Million SAR]

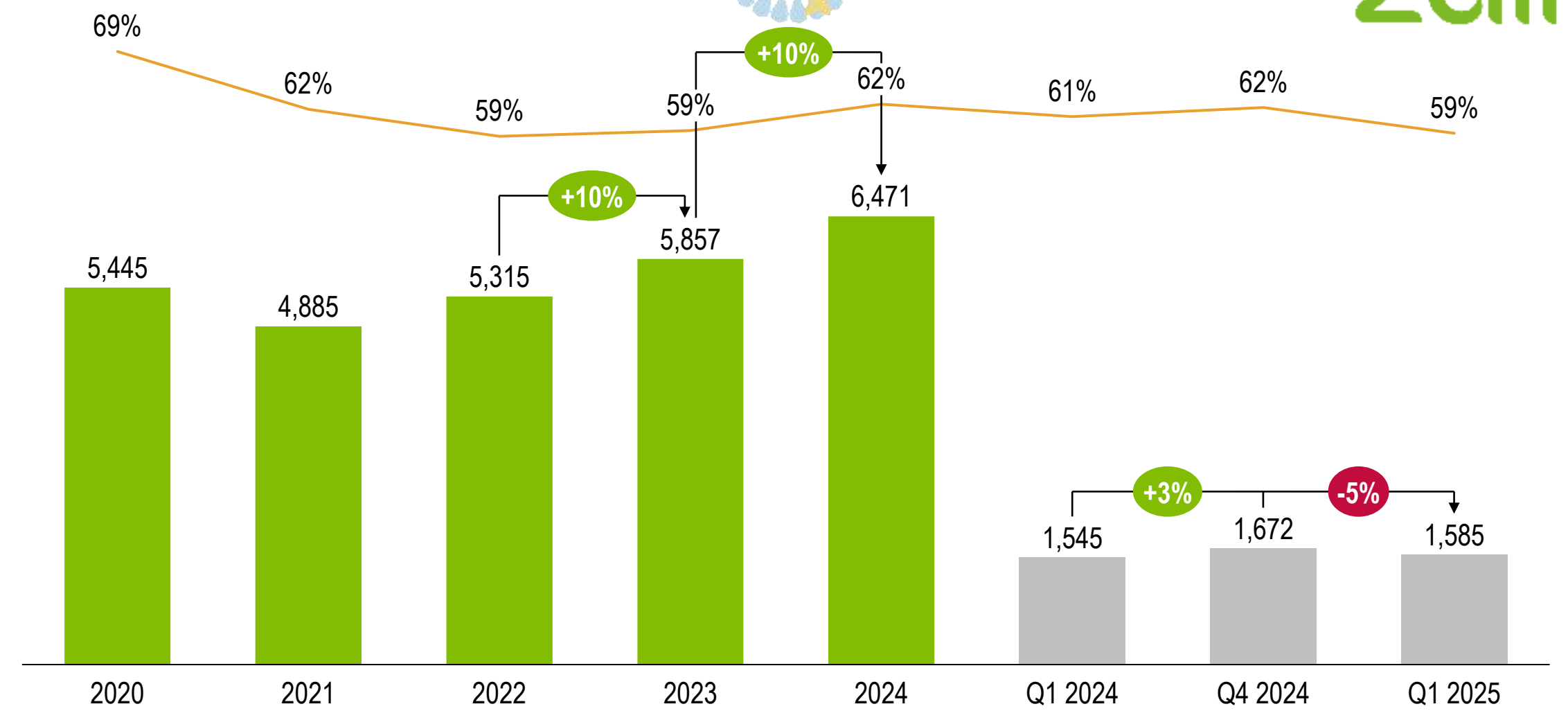


OPEX [Million SAR], OPEX %

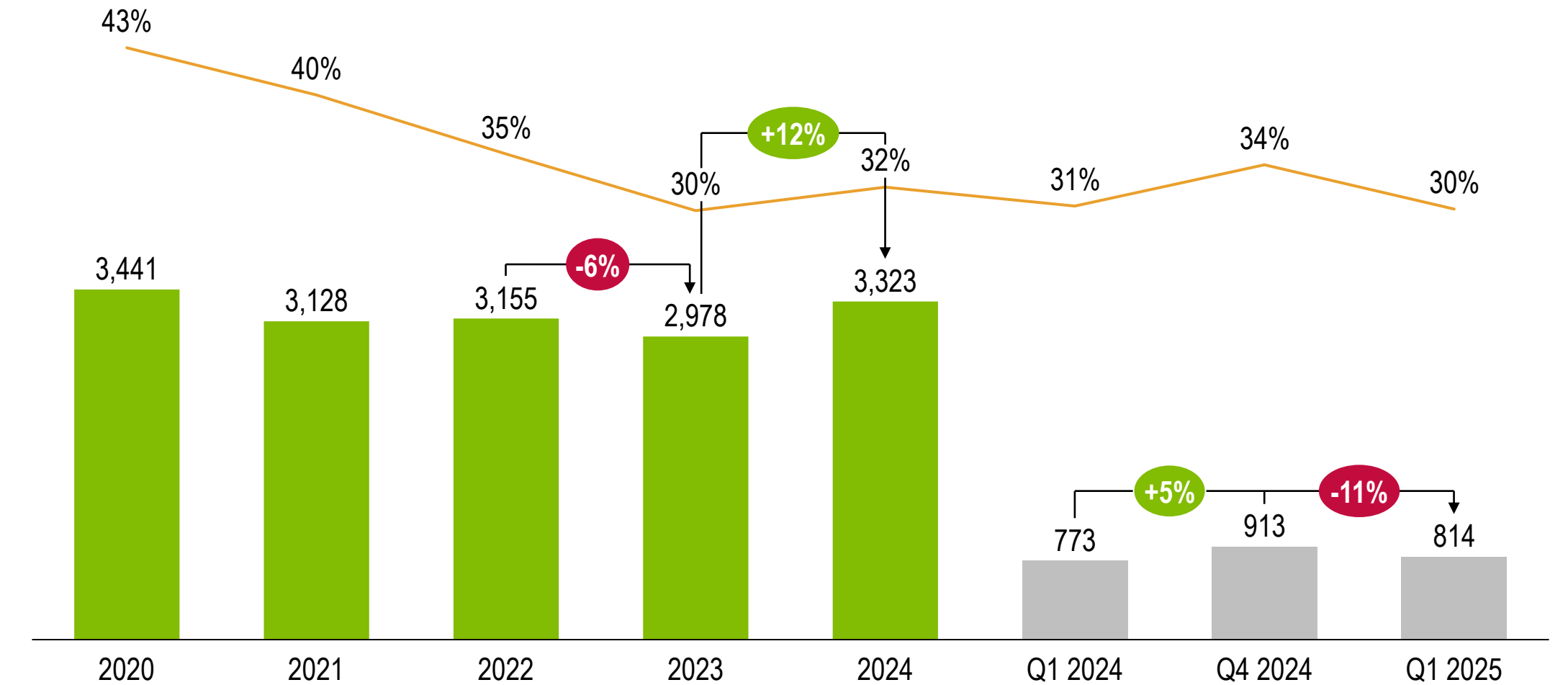


• Opex inclusive of Bad Debts Provision

GROSS PROFIT [Million SAR]  
GROSS MARGIN %

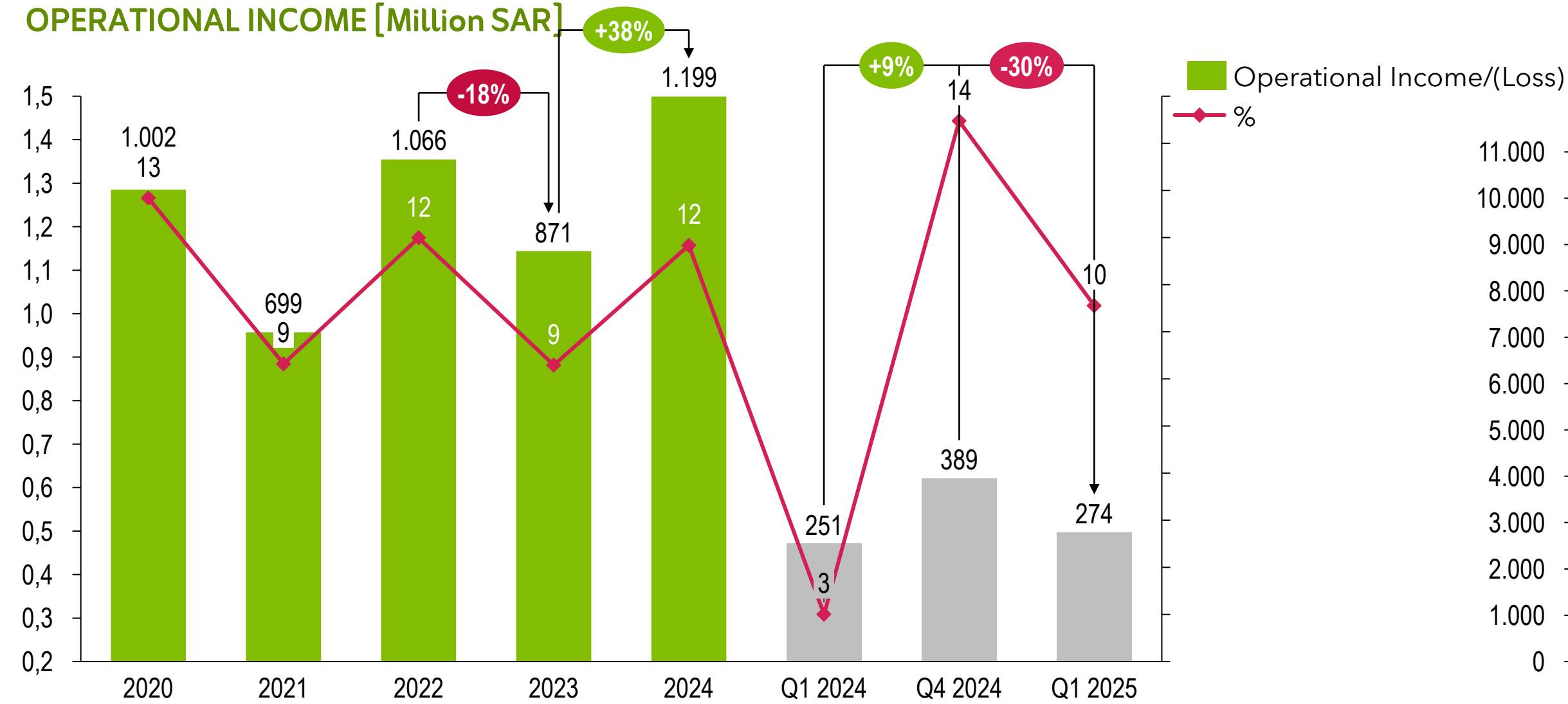


EBITDA [Million SAR]  
EBITDA MARGIN %

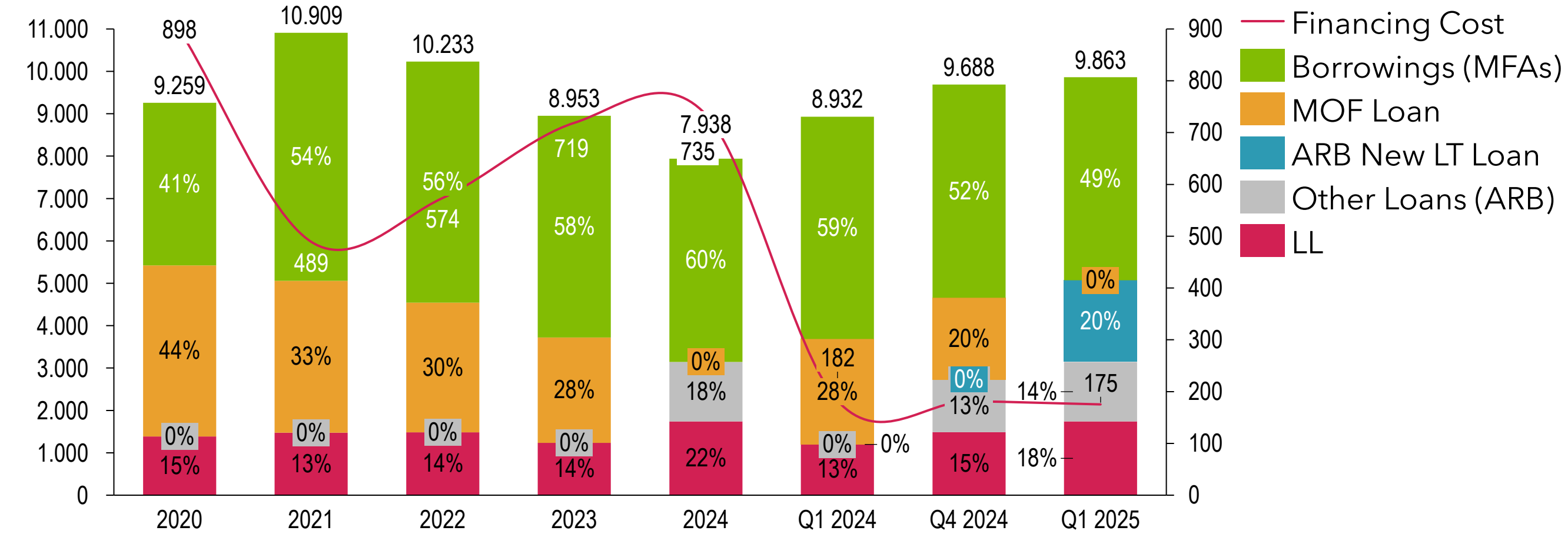


# Financial Highlights

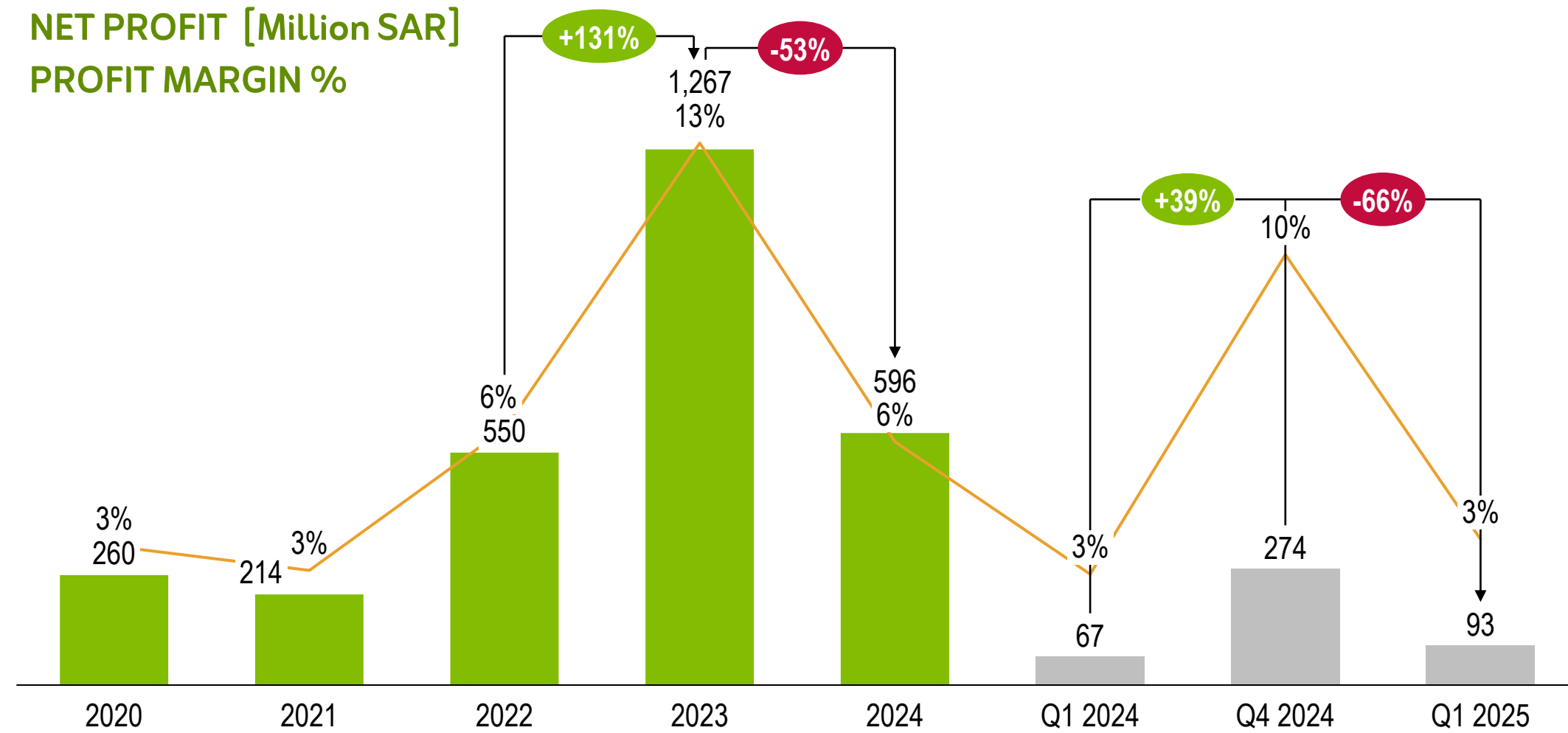
OPERATIONAL INCOME [Million SAR]



Debts [Million SAR]  
Financing cost [Million SAR]



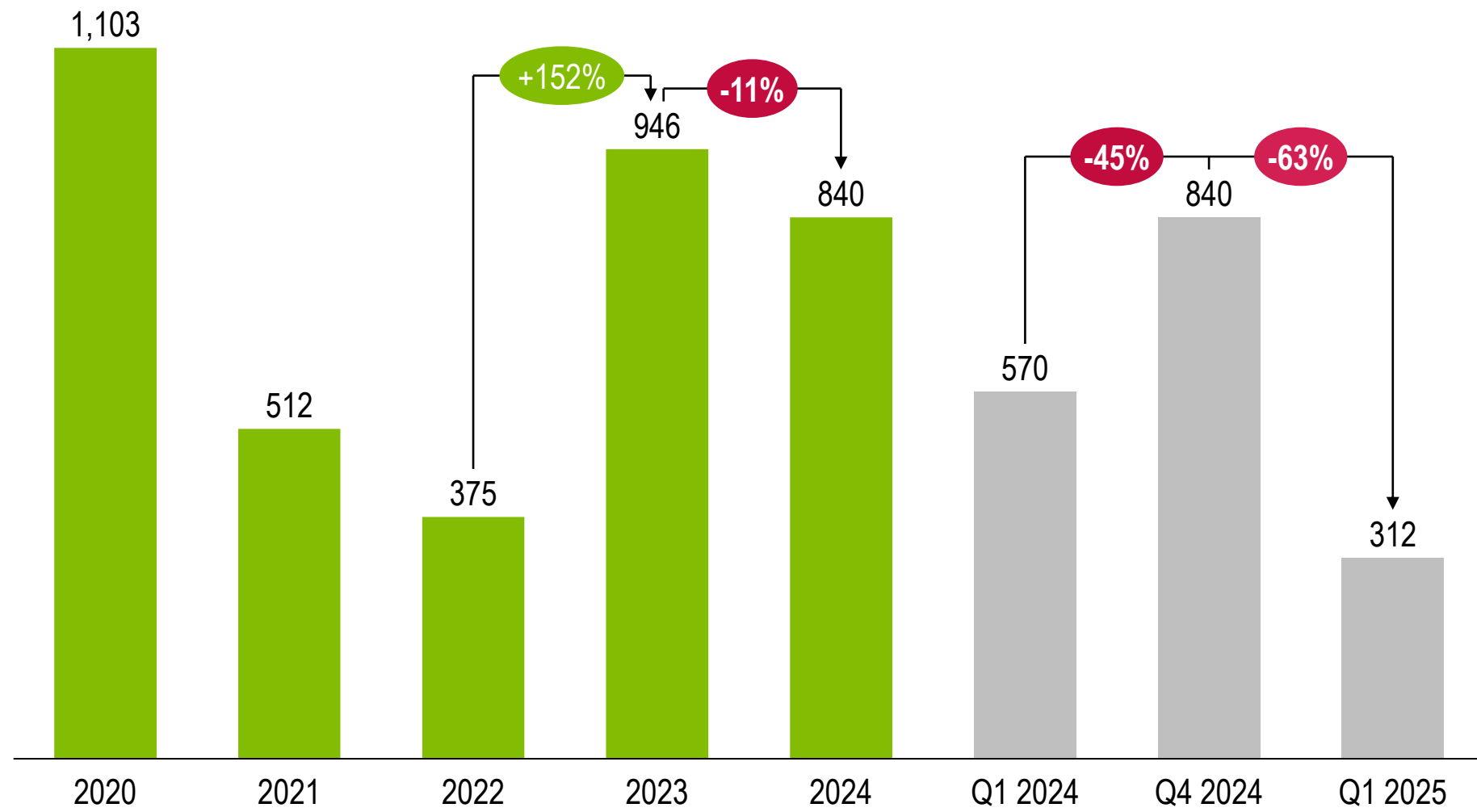
NET PROFIT [Million SAR]  
PROFIT MARGIN %



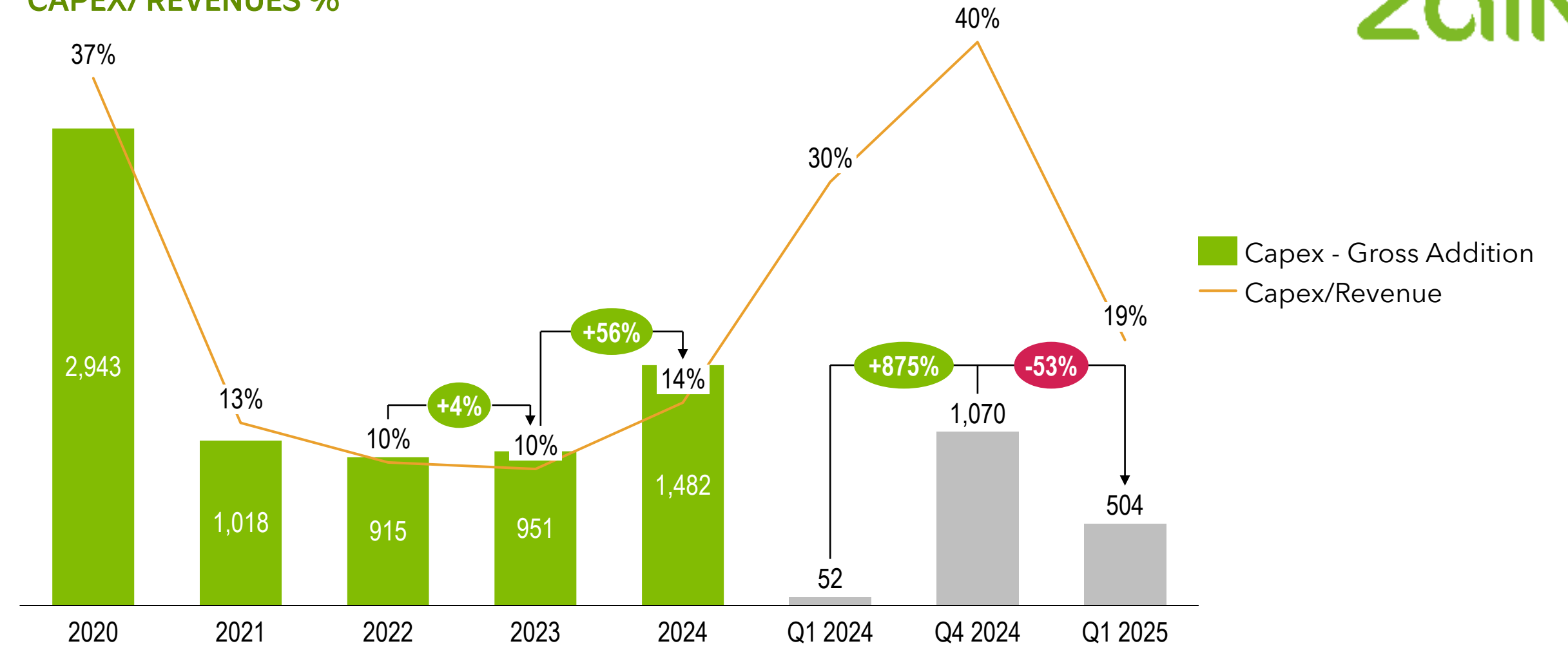


# Financial Highlights

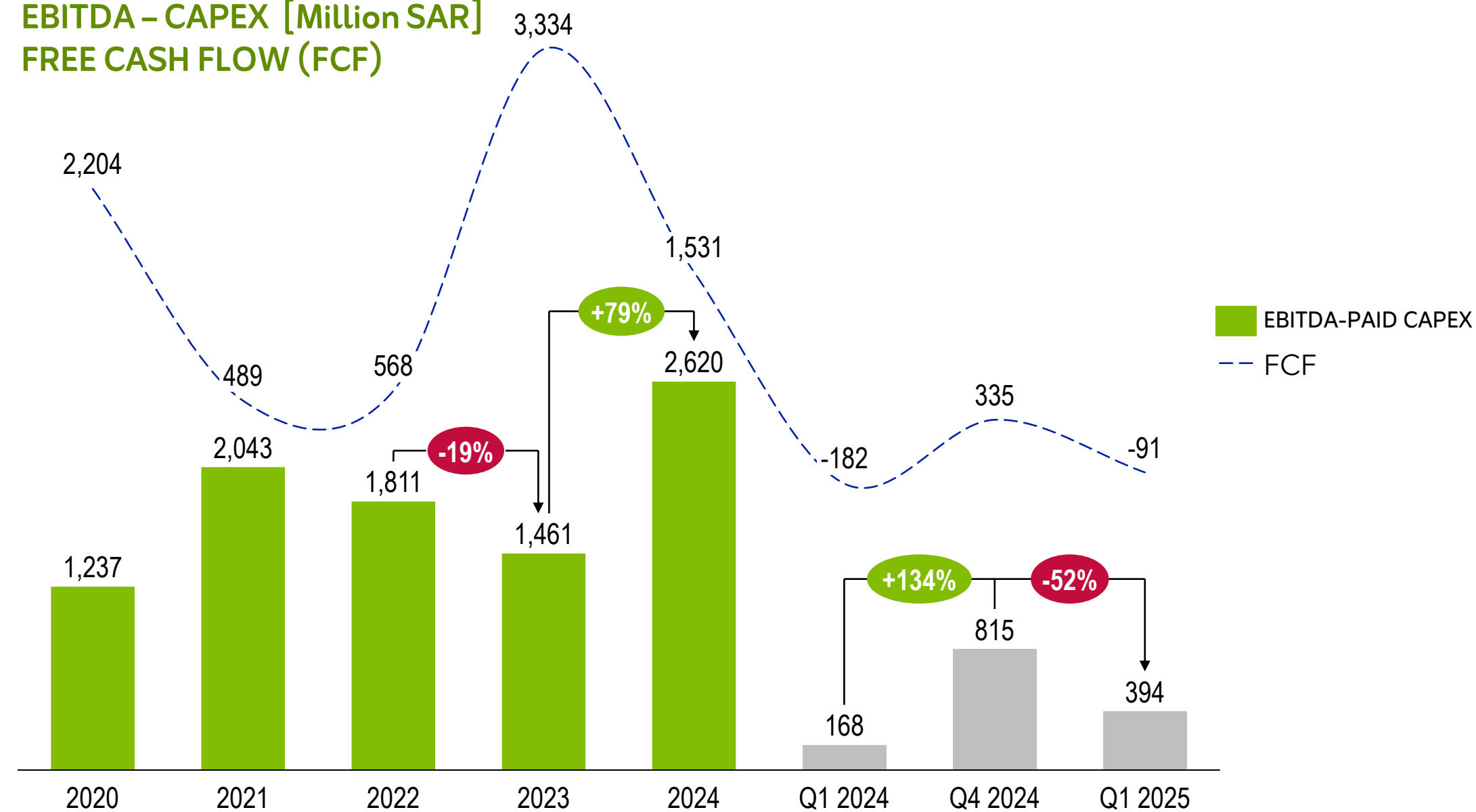
CASH BALANCE [Million SAR]



CAPEX [Million SAR]  
CAPEX/ REVENUES %



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



- PAID CAPEX relevant to fixed and intangible assets

# ● Company Debt



## Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR
Murabaha Facility Arrangement (MFA)	Consortium of eight banks	4,792
New (MFA)	Al-Rajhi Bank	1,925
CAPEX Facility	Al-Rajhi Bank	905
Receivables discounting (with recourse)	Al-Rajhi Bank	500
<b>Total</b>		<b>8,122</b>

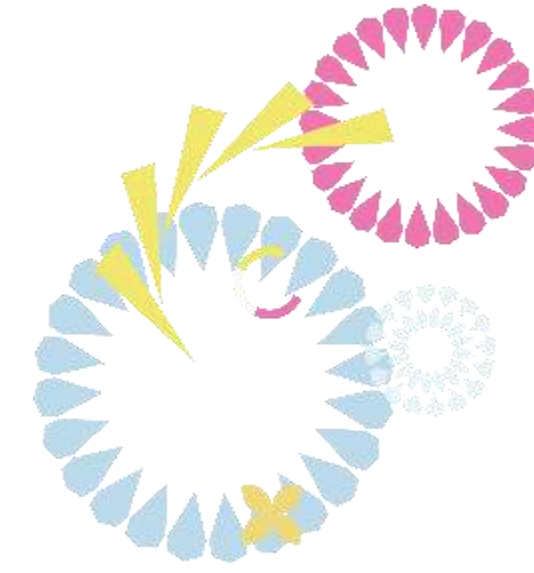
- Amounts in Million SAR
- Balances exclusive of accrued interests – inclusive of debts arrangements fee

	Q1 2025	2024	2023	2022	2021	2020	2019	2018
<b>Net Debt *</b>	7,810	7,359	6,842	8,777	9,009	9,088	14,227	14,218
<b>Equity</b>	10,792	10,707	10,591	9,802	9,042	8,729	4,103	4,012
<b>EBITDA</b>	3,363	3,323	2,978	3,155	3,128	3,441	3,823	3,009
<b>Debt/(Debt +Equity)</b>	43%	43%	42%	48%	51%	54%	79%	80%
<b>Net Debt/EBITDA</b>	2.32	2.21	2.30	2.78	2.88	2.64	3.72	4.72
<b>Debt/(Debt + LL +Equity)**</b>	48%	48%	46%	52%	55%	57%	80%	80%
<b>Net Debt/EBITDA **</b>	2.84	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:

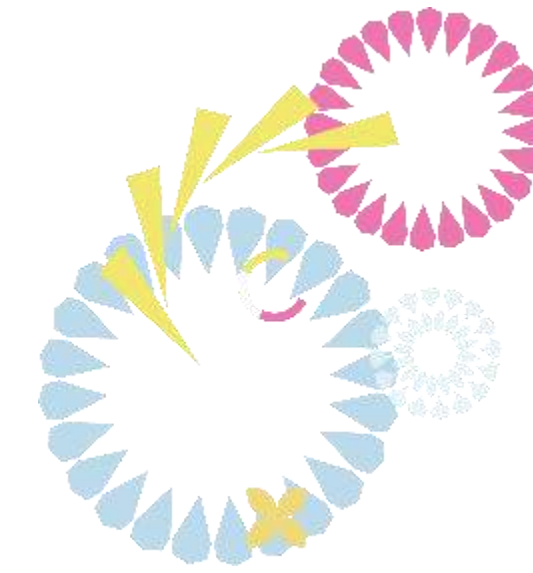


[investor.relations@sa.zain.com](mailto:investor.relations@sa.zain.com)

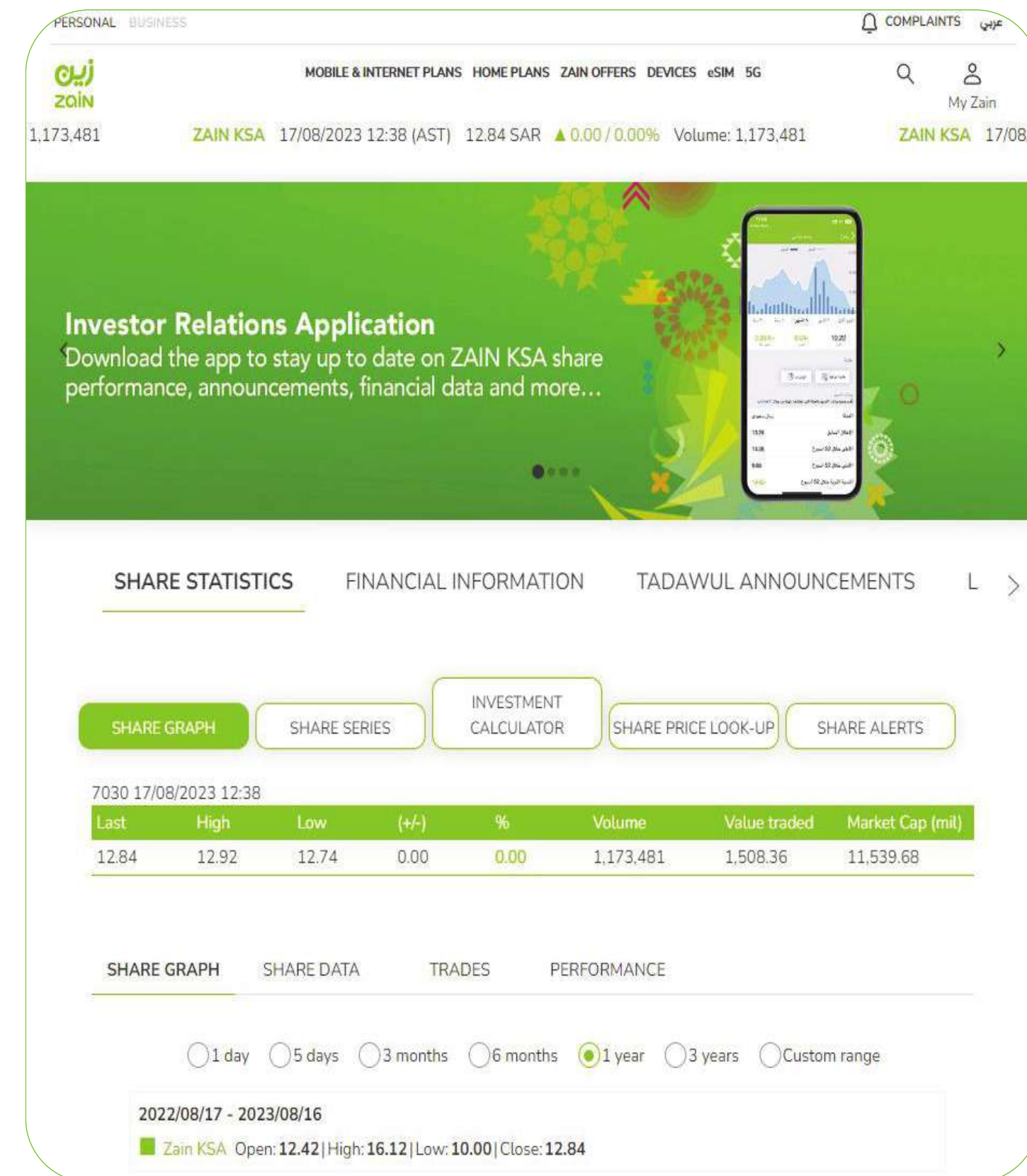


+966 59 244 8888

### Investor Relations app



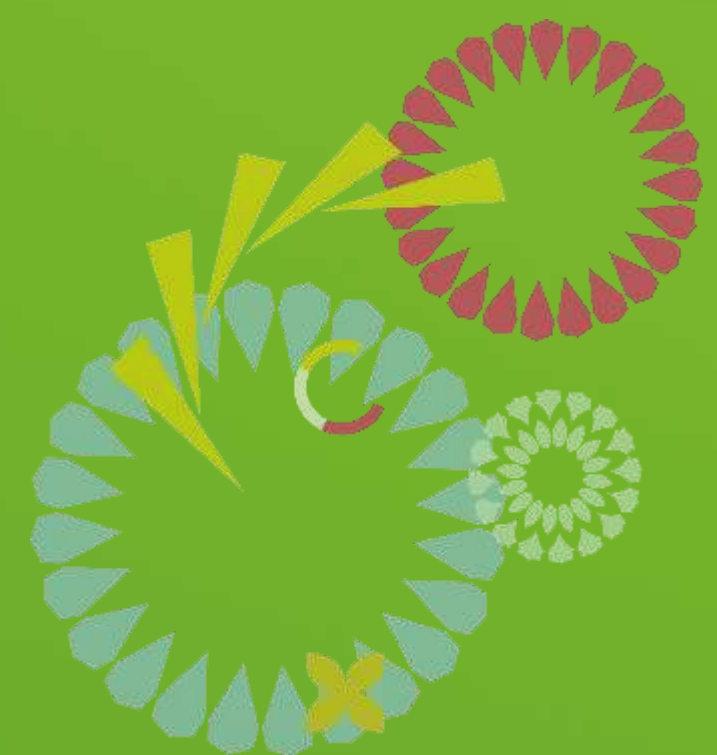
### Investor Relations



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







# Thank You