

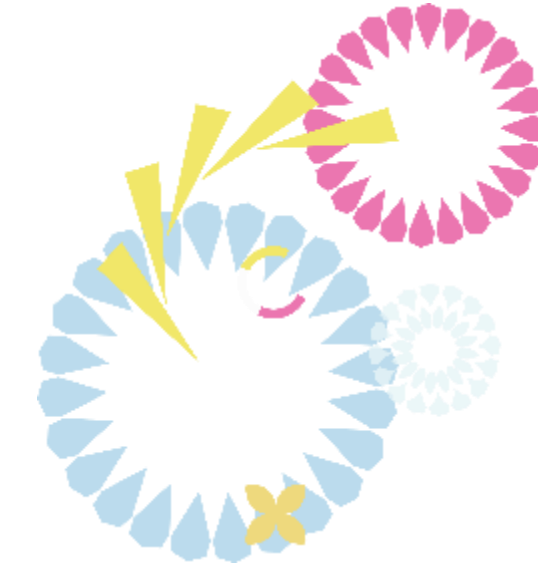


# Welcome to Zain KSA

## Q2 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.



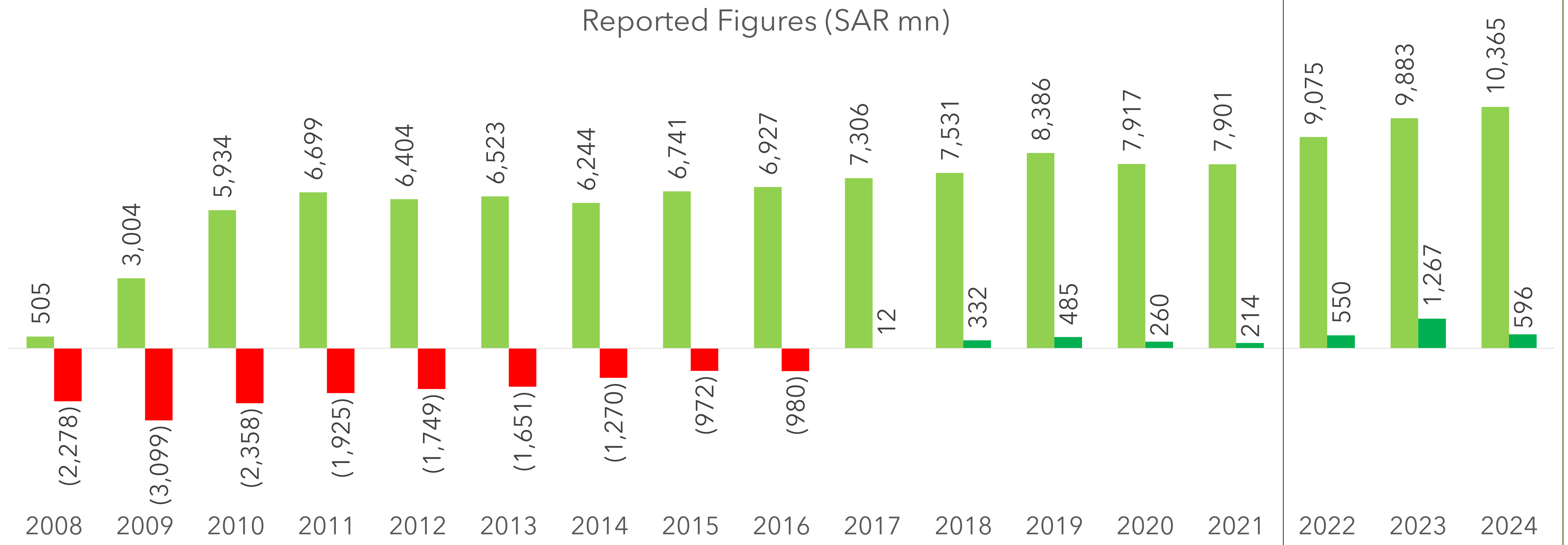
Creative positive impact outcomes that include improving profitability and cash position all while considering environmental and social disciplines.

Generate value from and for stakeholders by scaling our B2B offerings and costumer 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  
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**  
**CEO**



## ● Financial Result H1 2025



### Financial Results for H1 2025



Revenues

₪ **5.344** Billion  
↑ %5

Net Profit

₪ **220** Million  
↑ %28

EBITDA (Earnings Before Interest, Tax, Depreciation, and Amortization)

₪ **1.664** Billion  
↑ %7



Won 2 CHI (Council of Health Insurance) Excellence Awards for Employee Wellbeing.



Launched 600 MHz frequency band to enhance coverage and quality.



Covered one of the world's longest tunnels with 4G and 5G services.



Yaqoot, the first operator to offer mobile SIM authentication via the Absher platform.

\*Results are compared with H1 2024.



# ● Tamam Finance Overview – H1 2025

Tamam Finance, Zain KSA's fintech arm, delivered strong first half growth for its shariah-compliant microfinance. Tamam is accelerating with new product services and driving scale through financial inclusion supporting Saudi Vision 2030's Financial Sector Development Program.

## Key figures

Revenue	H125	Revenue growth	
SAR Mn	211.9	Vs. H124	27%
Gross Margin	H125	EBITDA	H125
	91.3%	SAR Mn	70.1
EBITDA Margin	H125	Net profit	H125
	33.1%	SAR Mn	56.9
Net Profit Growth		Downloads.	to H125
Vs. H124	7.5%	Mn	5.54
Active Loan Book*	H125	Customers	
SAR Mn	1,033	Active	81,569

\*Islamic financing receivables including due interest

## Tamam today



### Digital Leader

Journey improvements for customer satisfaction. 100% digital lending, no documents required



### Licensed by SAMA

Tamam is licensed by Saudi Central Bank since 2020 launch



### Innovation and Open Banking

Driving better conversion with the implementation of open banking in the Tamam underwriting process.



### New Brand

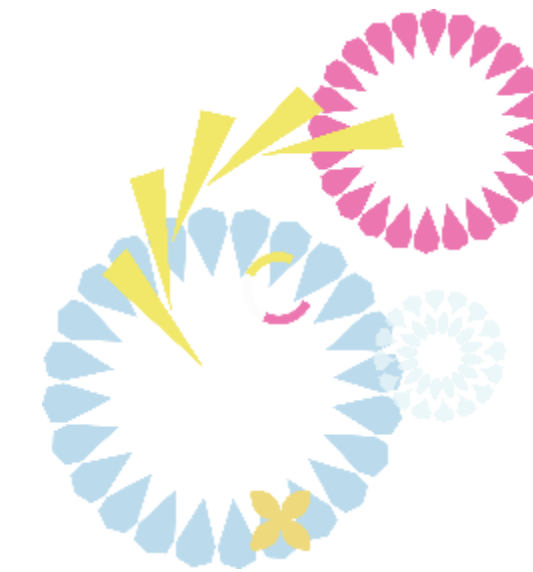
Launched the new look and feel for Tamam



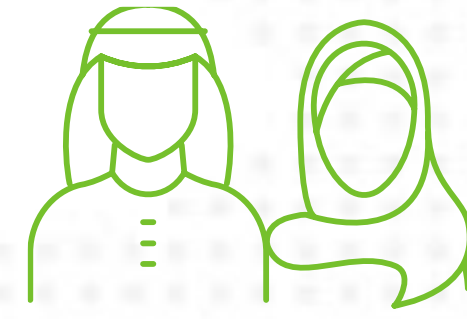
### Cash and Installments Finance

Multiple services  
One platform

# ● Zain KSA Today



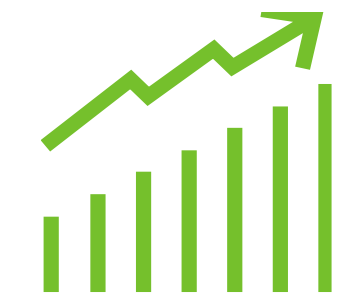
**8.2** Million  
Costumers.



**1,413** Zainers  
Woman: 21 %  
Local: 88%



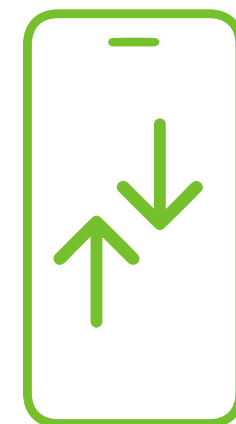
**236** Shops  
**6,154** POS



**47%** Data Revenue  
(Excluding SMS & VAS)



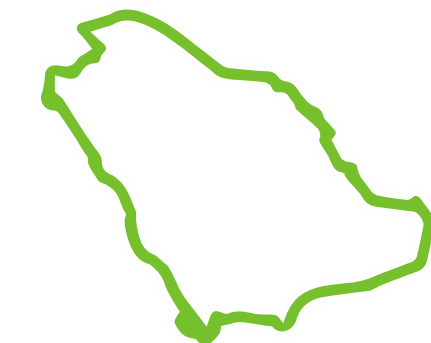
**61** SAR  
Blended ARPU



**24,708** TB/Day  
Average daily data traffic



**99%** **66%** **94.5%** **66.3%**  
**2G** **3G\*** **4G** **5G**  
Population coverage



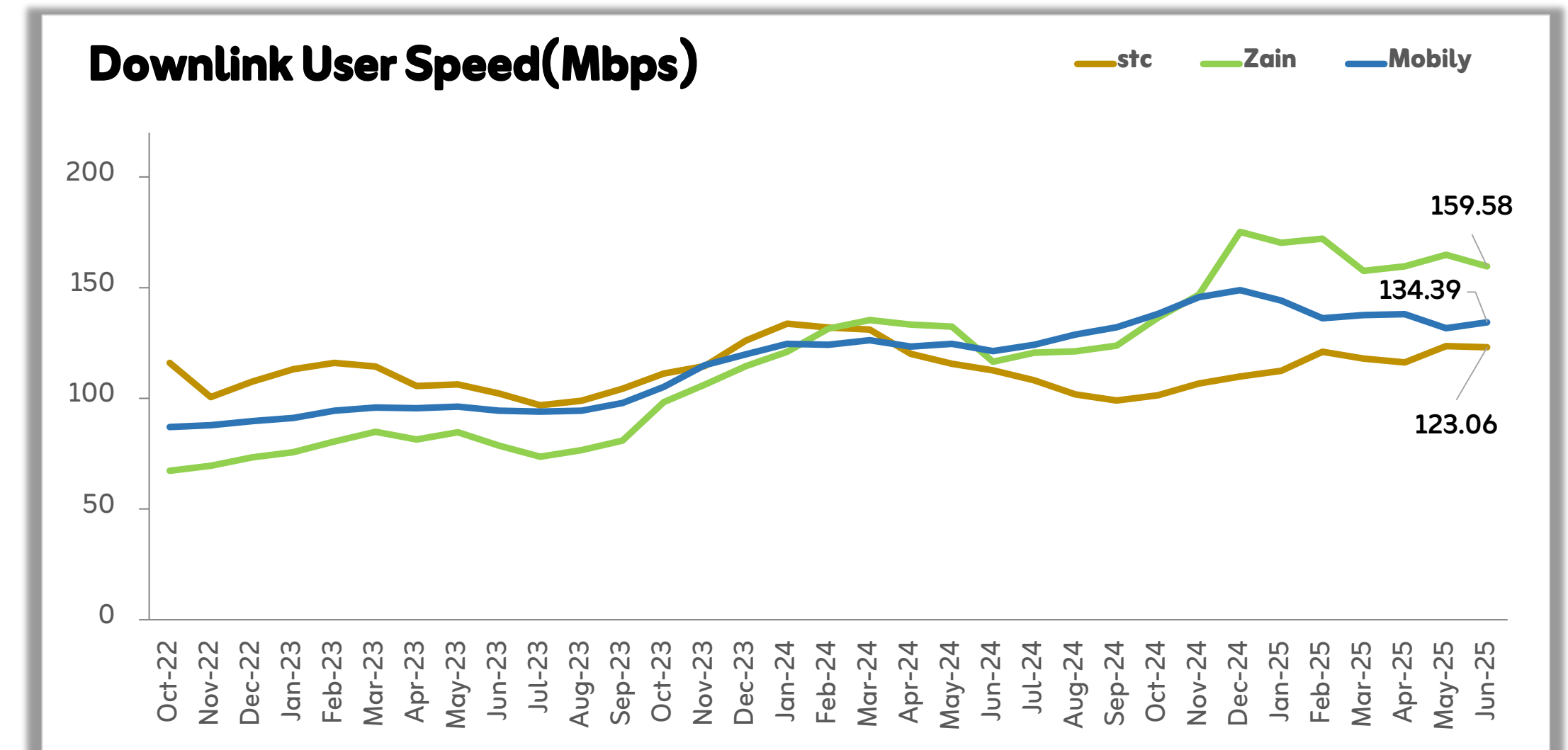
10,697 Total number of sites  
564 Cities covered by 3G  
479 Cities covered by 4G  
86 Cities covered by 5G

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

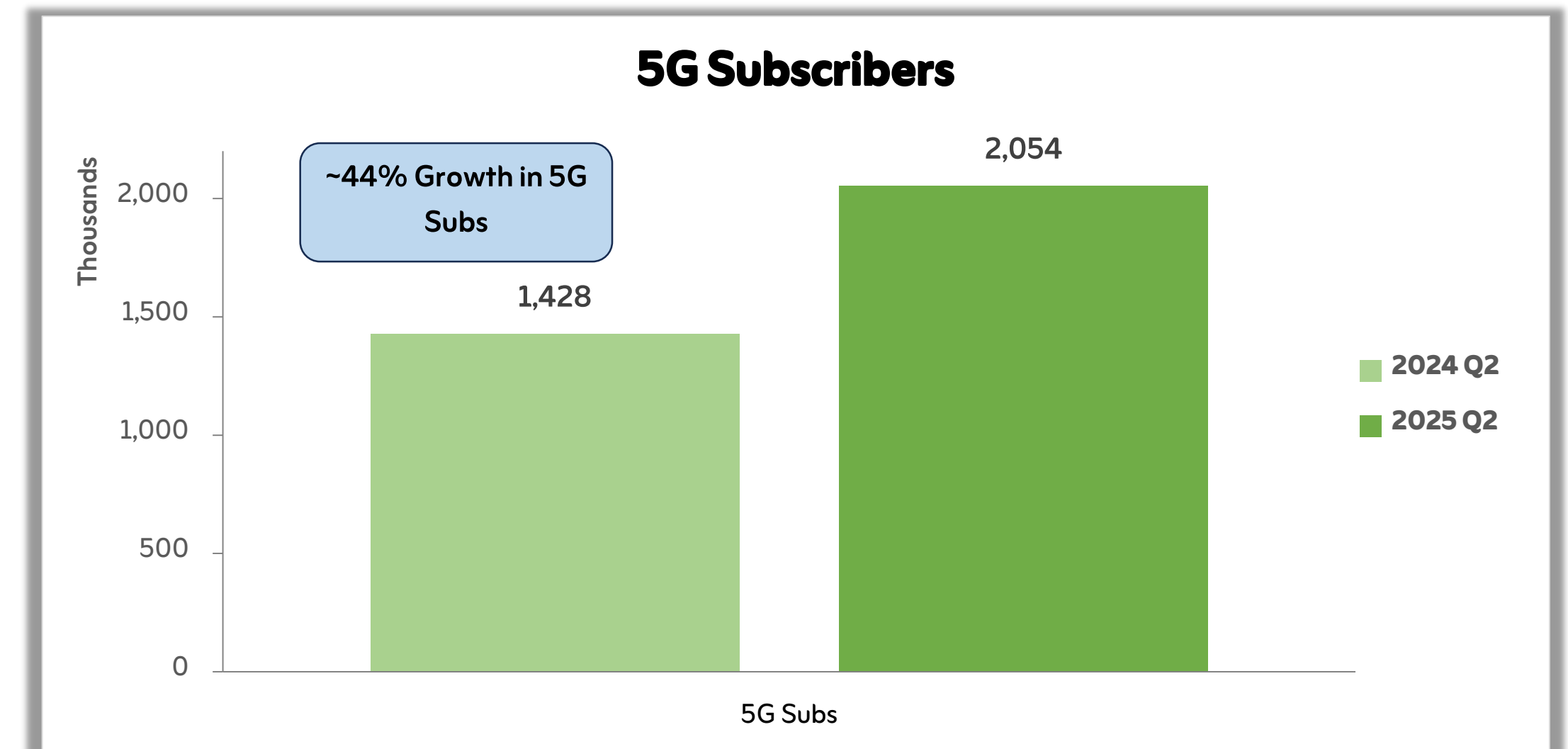


# NETWORK ACHIEVEMENT IN Q2-2025

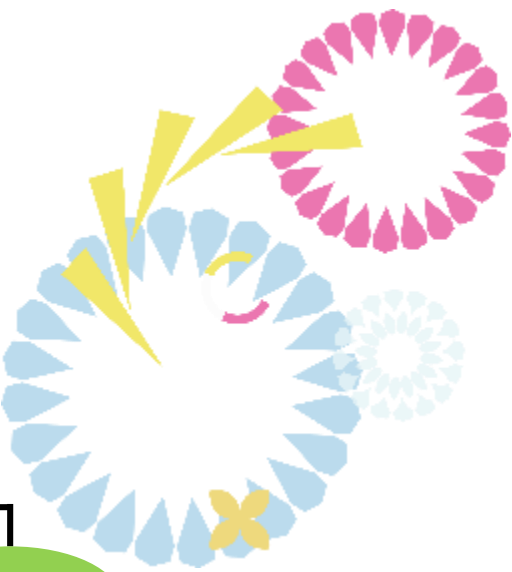
**#1** Position among all operators in Downlink user speed (as per Global platform specializing in performance measurements) with **+16%** improvement year-over-year.



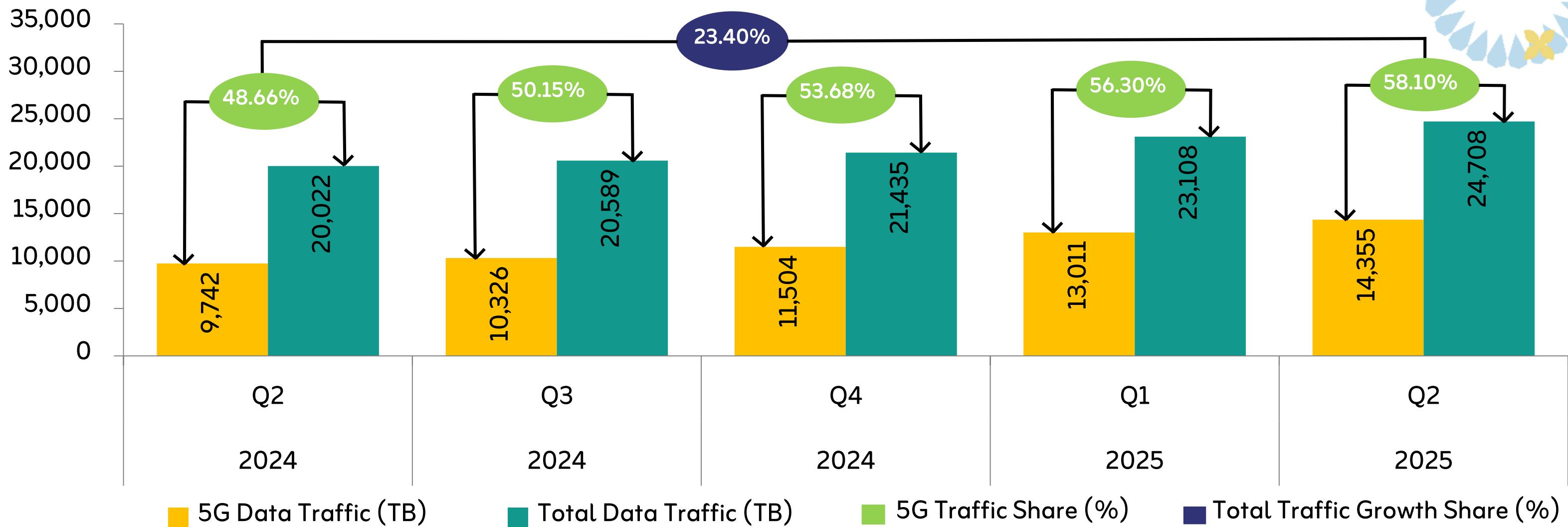
**+7%** Year-over-year overall increase in attached data subscribers to Zain Network with a remarkable growth of **+44%** in 5G Subscribers



● Zain KSA Today

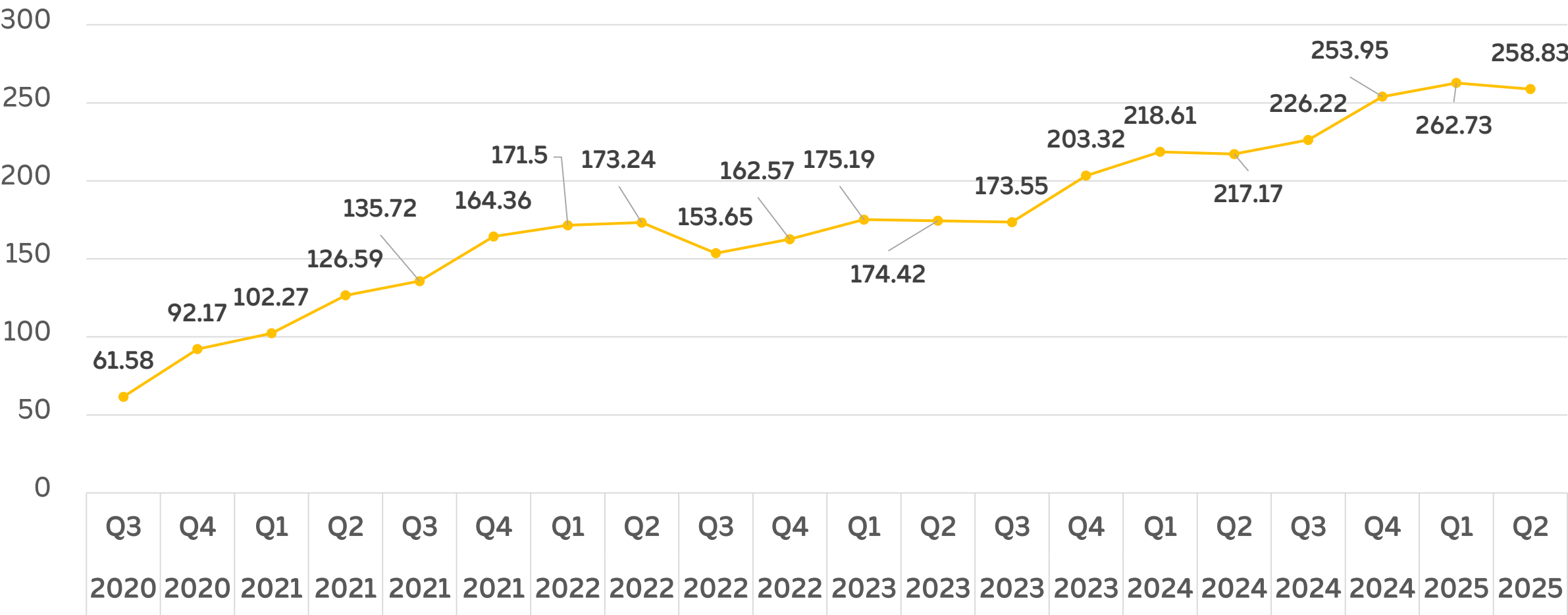


5G & Total Data Traffic (TB)



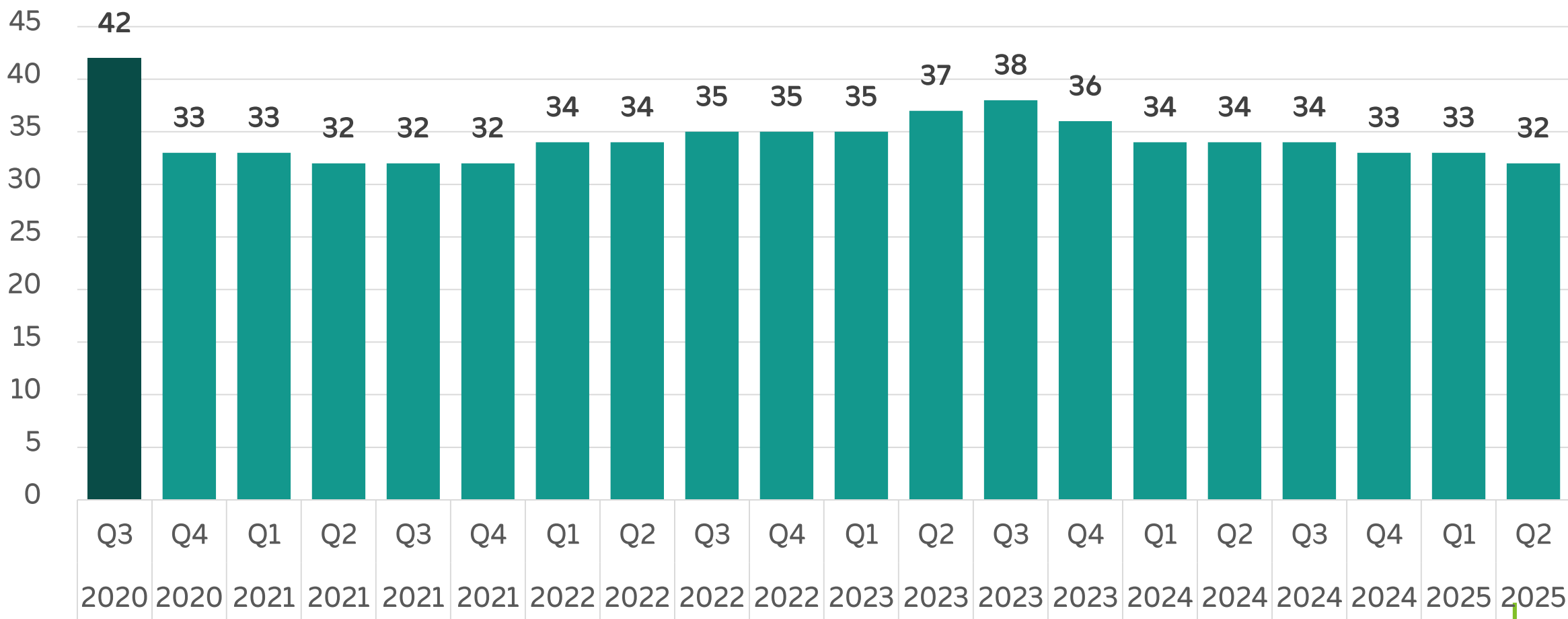
Data Throughput

\*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)





## ● Technology



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zain



One of The Longest Tunnels in The Middle East  
Zain KSA Provides 4G and 5G Services in Abu Bakr Al-Siddiq Tunnel



Zain KSA Among the First in the Middle East to  
Activate 600 MHz Band

- **Zain KSA empowering Saudi Vision 2030**

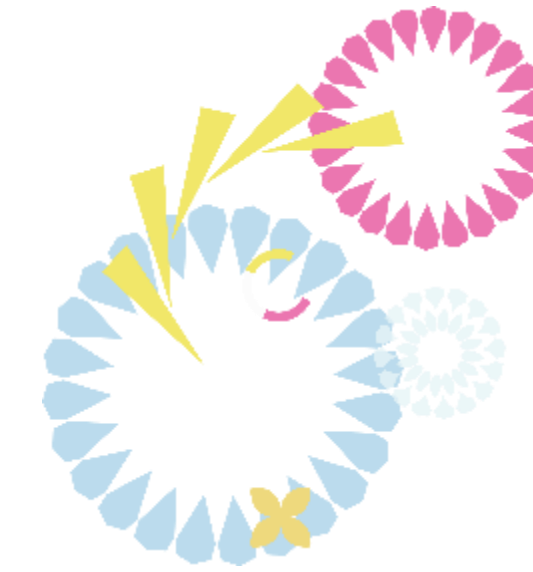


Zain KSA is empowering digital transformation through innovative solutions, driving progress toward SaudiVision2030

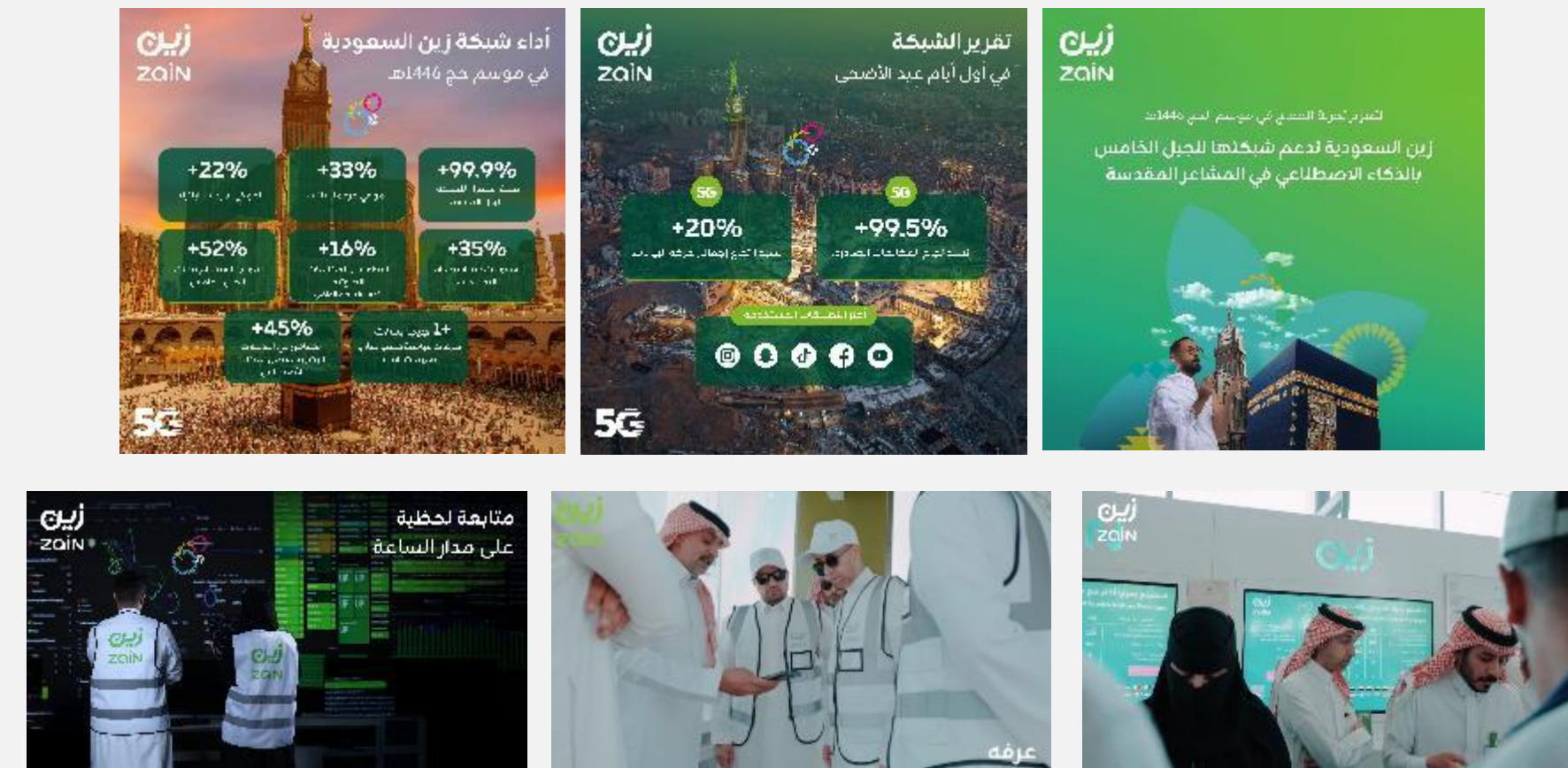




# ● Hajj 1446



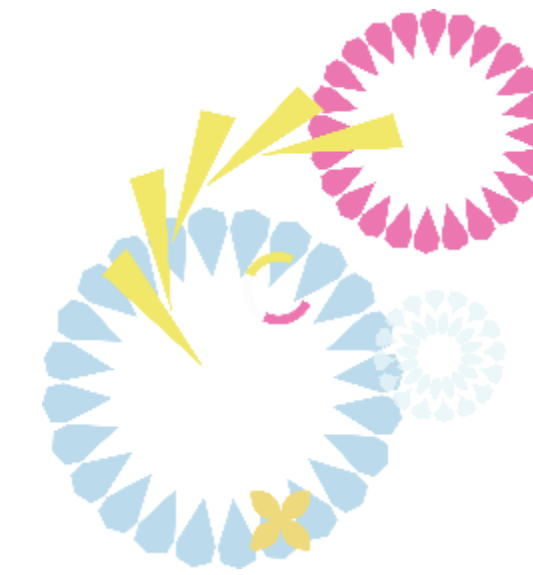
“Yaqoot” by “Zain KSA” First Operator Service Enabling Visitor  
SIM Authentication via Absher



Launched mega campaign in Hajj season 2025  
**Total Reach: 105,652,682**

Zain KSA the first operator to deploy a fully  
integrated AI 5G network across all the holy sites.

- **Event participations local & global**



Minister of MCIT Oversees Zain KSA's Preparations for  
Hajj Season 1446H



Organized by the Ministry of Education  
Zain KSA Digital Partner of EDGEEx 2025



## ● Sponsorships & Partnerships



Zain KSA becomes Strategic Partner with “Liajlehum Association”  
To support People with Disabilities



Partnership with MCIT for the “International Girls in ICT  
Day,

## ● Awards



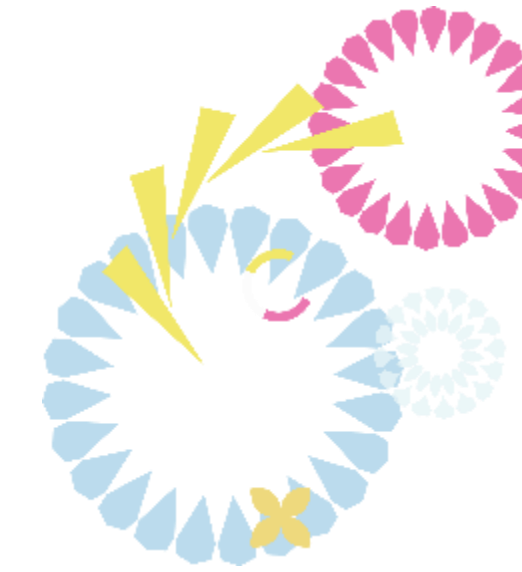
Zain KSA won the SCF Mobile Network Awards for our pioneering 5GXtreme solution.



Zain KSA wins Two CHI Excellence Awards for Employee Wellbeing



# ● Sustainability



We organized and ranked Zain KSA's ESG topics using a 3-level scale and matched them with national and international goals.



Partnership with MCIT & CST in Recycle Your Device campaign

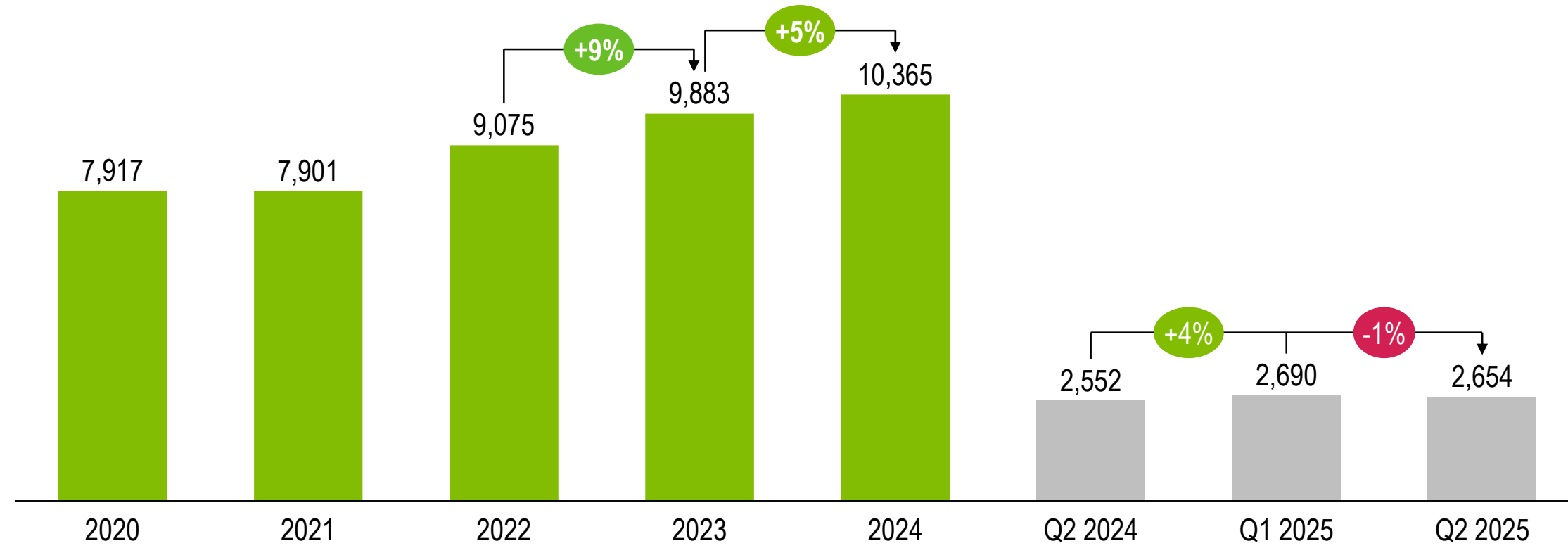


**Mehdi Khalfaoui**  
CFO

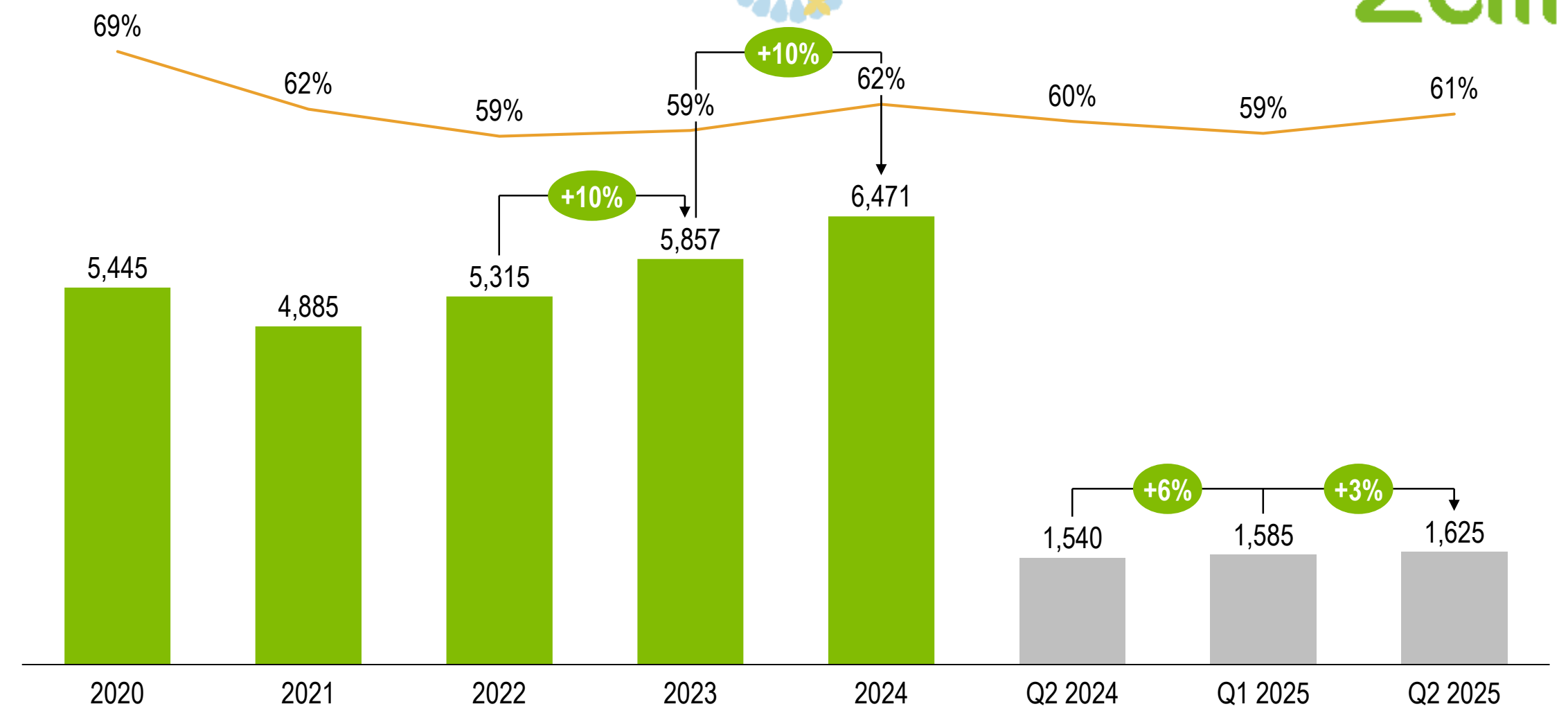


# Financial Highlights

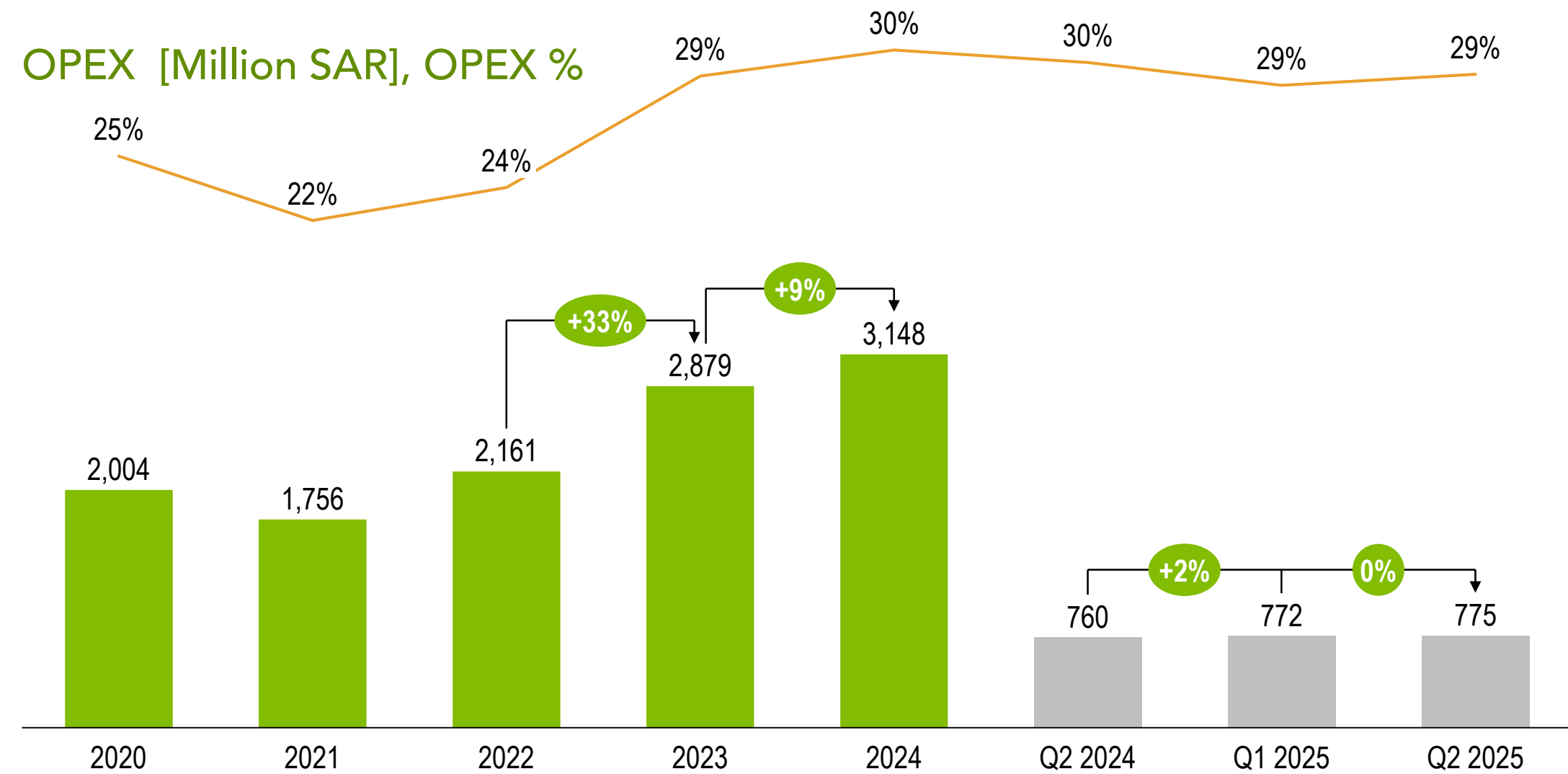
REVENUE [Million SAR]



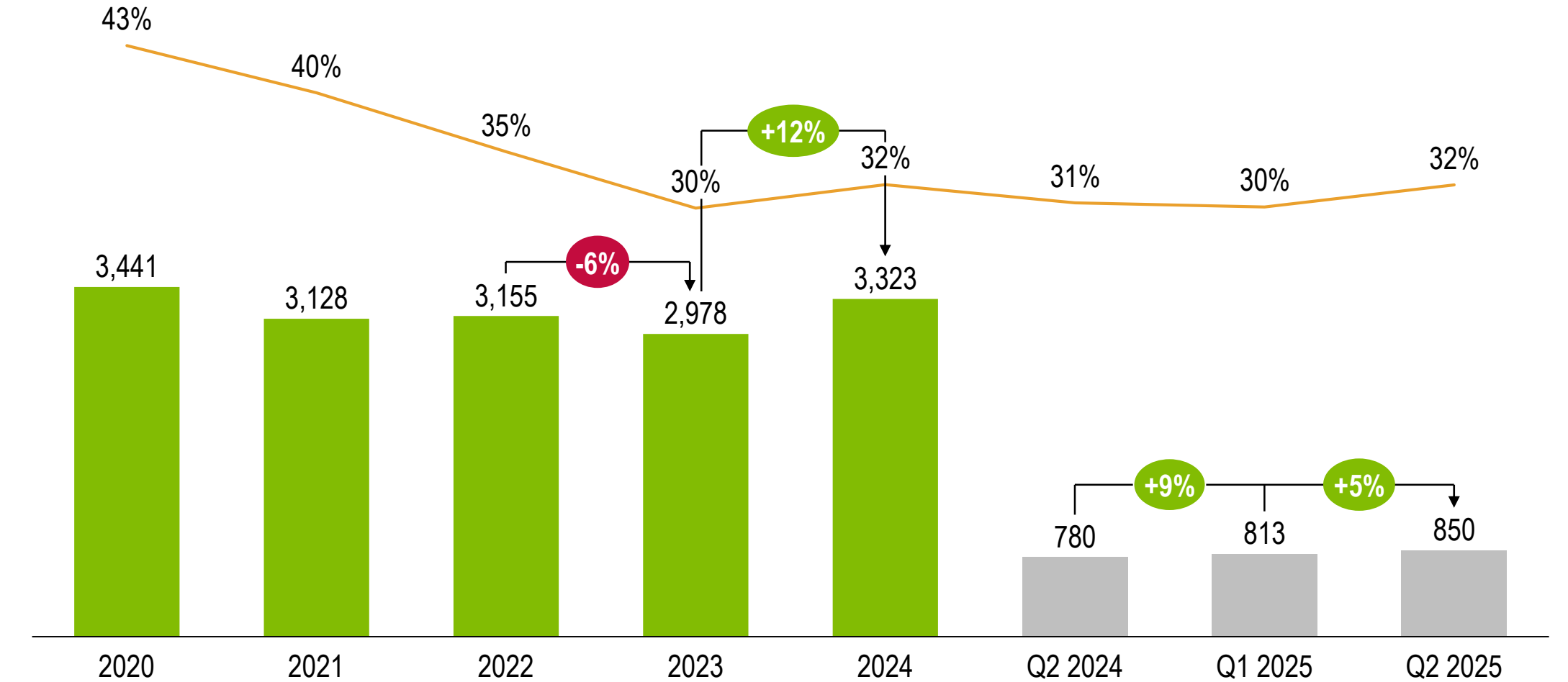
GROSS PROFIT [Million SAR]  
GROSS MARGIN %



OPEX [Million SAR], OPEX %



EBITDA [Million SAR]  
EBITDA MARGIN %

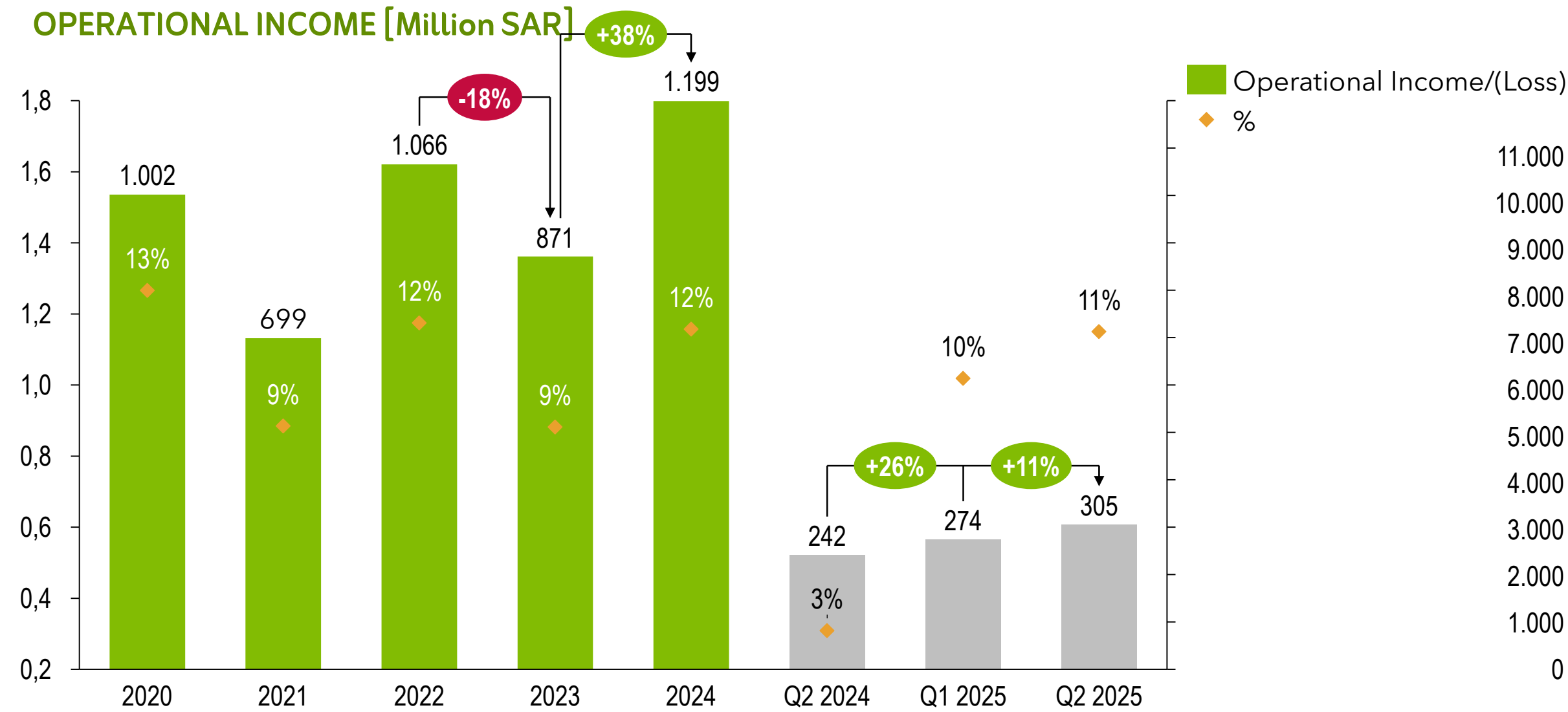


• Opex inclusive of Bad Debts Provision

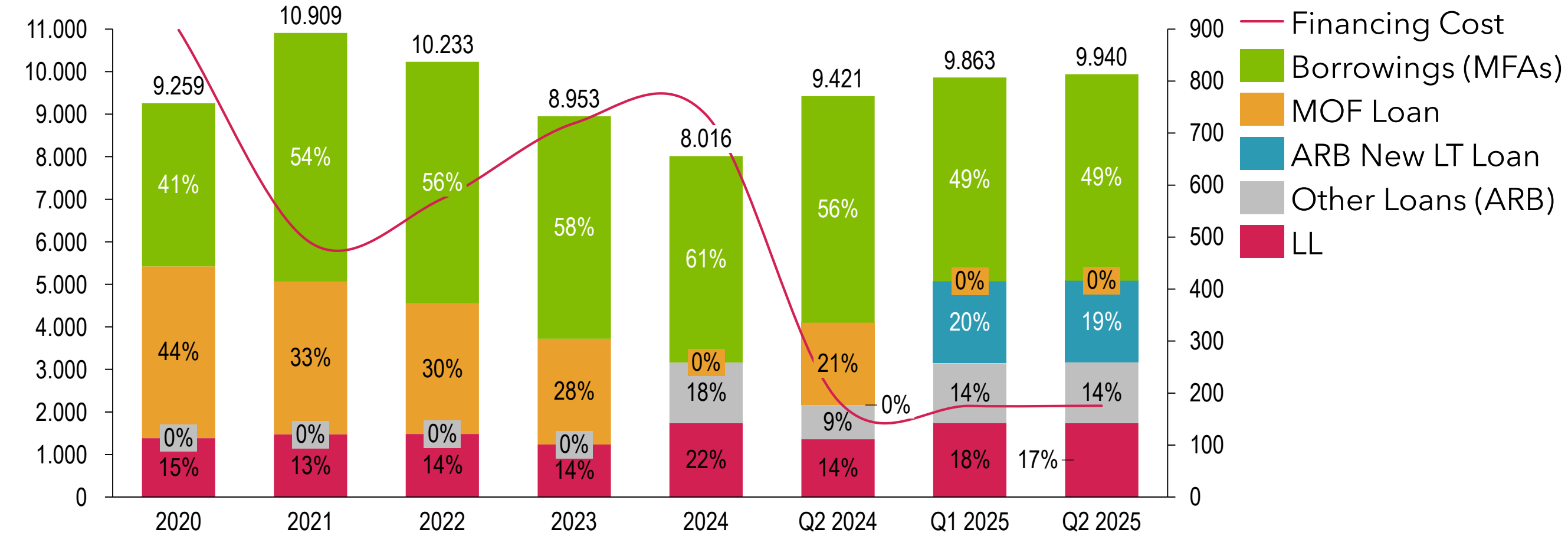


# Financial Highlights

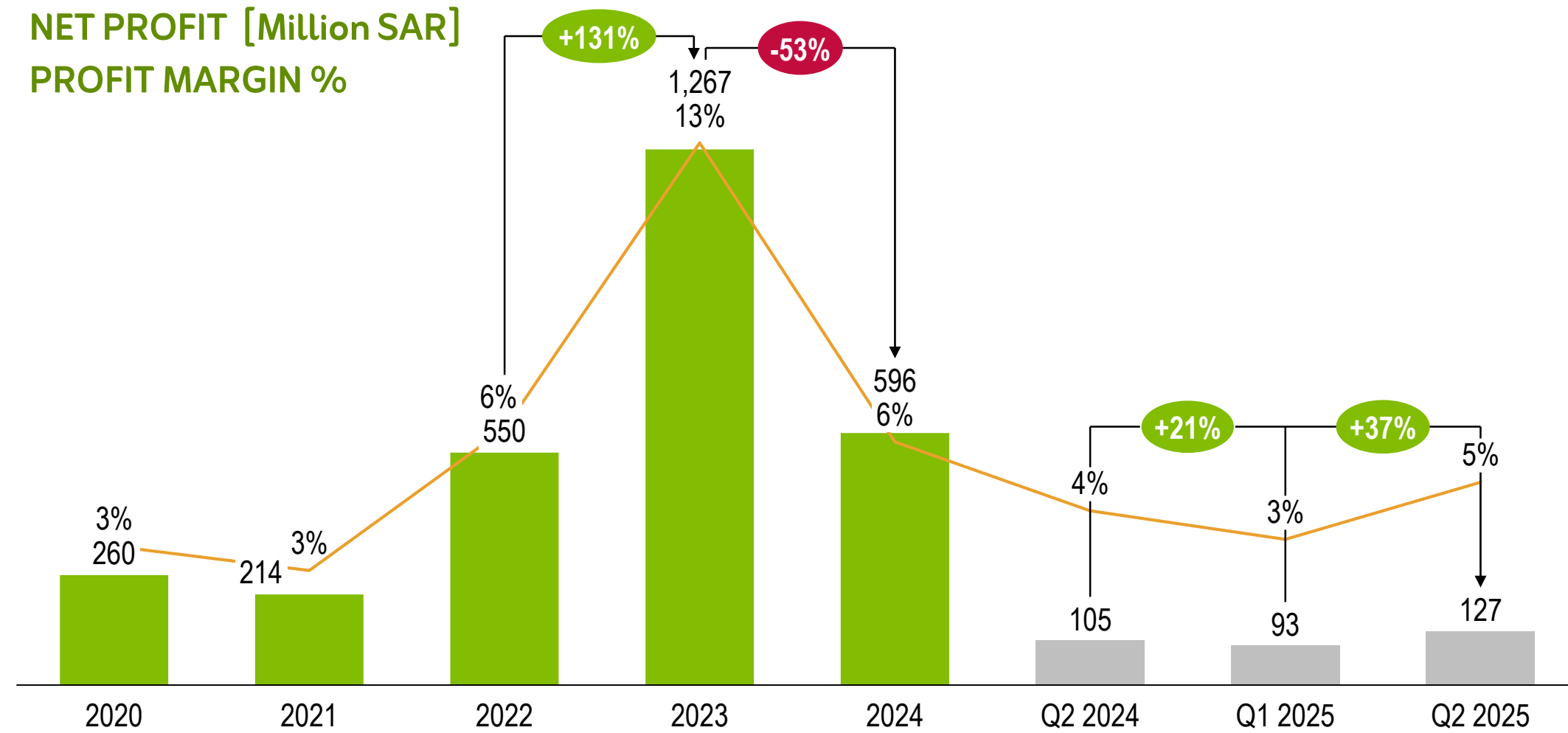
OPERATIONAL INCOME [Million SAR]



Debts [Million SAR]  
Financing cost [Million SAR]



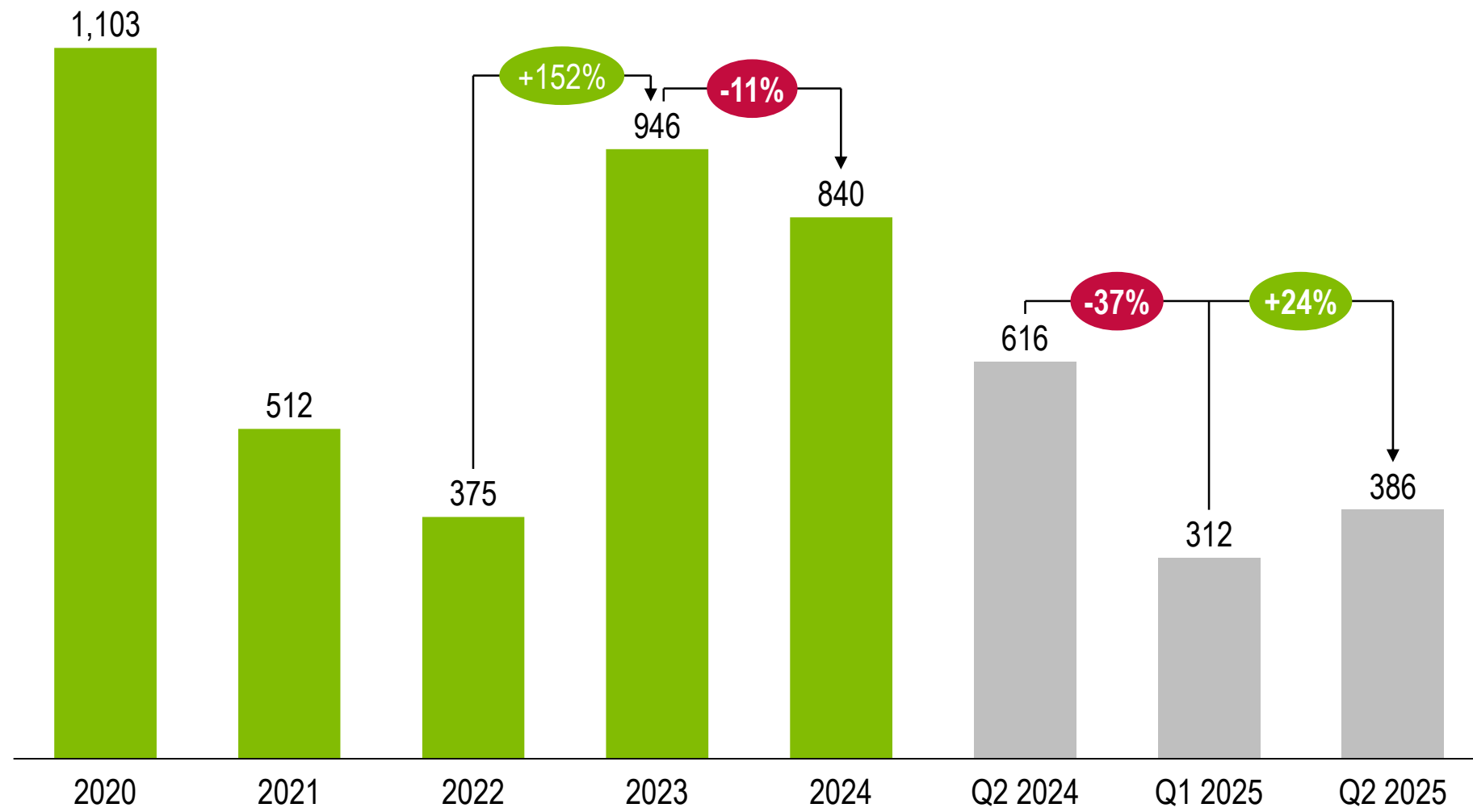
NET PROFIT [Million SAR]  
PROFIT MARGIN %



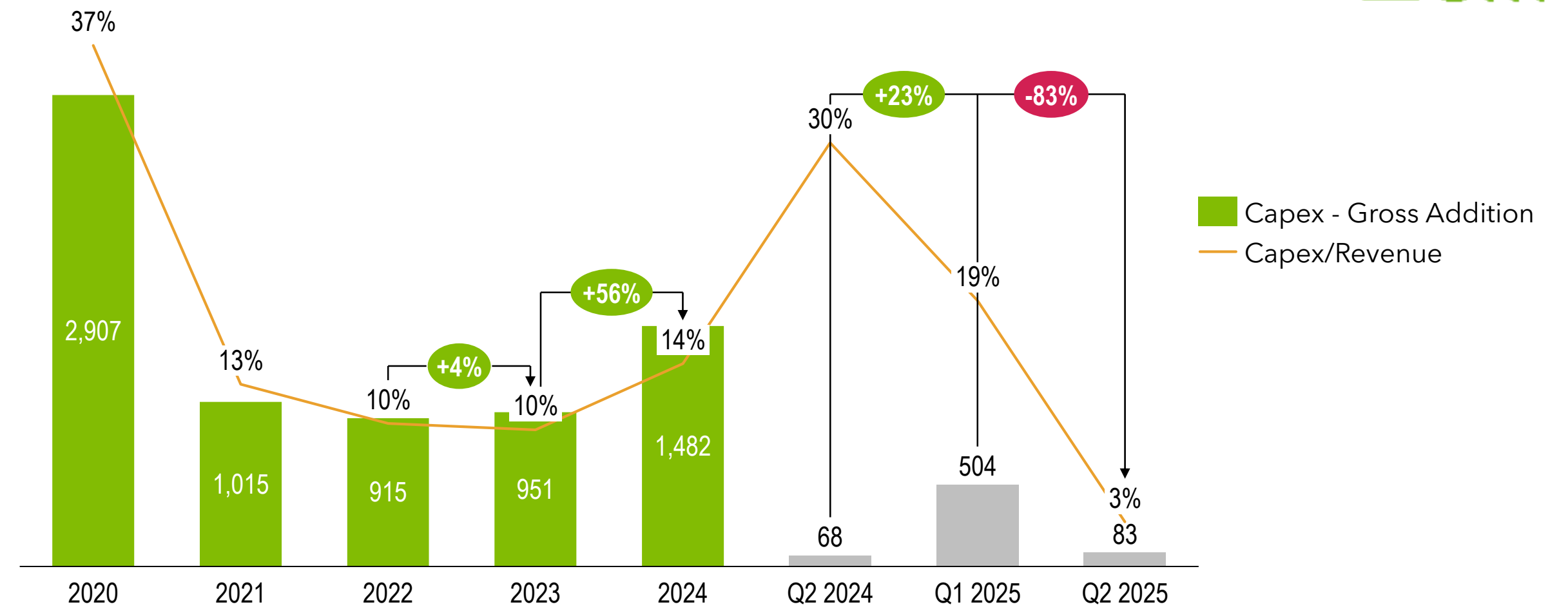


# Financial Highlights

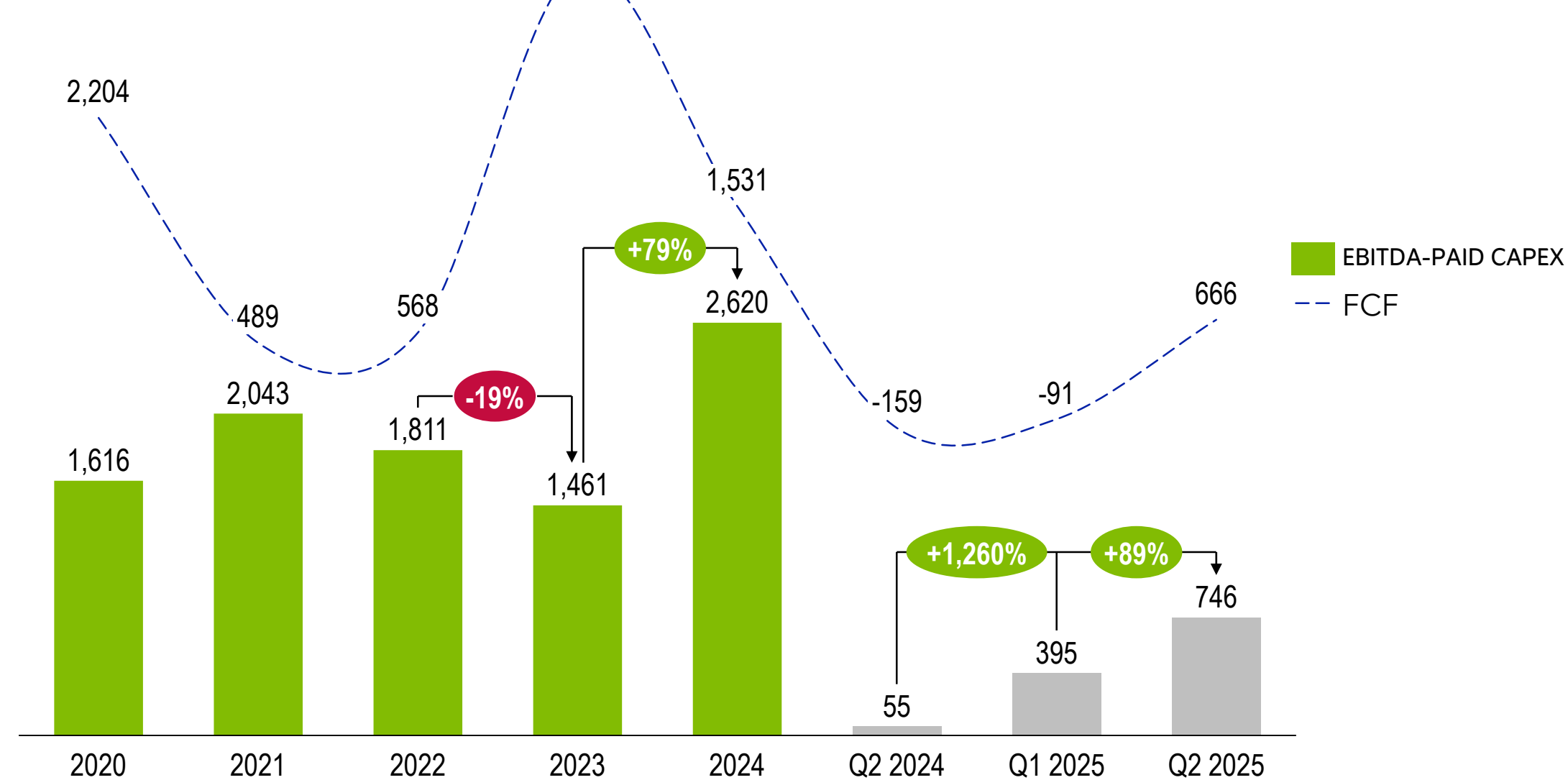
CASH BALANCE [Million SAR]



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
<b>Murabaha Facility Arrangement (MFA)</b>	Consortium of eight banks	4,857
<b>New (MFA)</b>	Al-Rajhi Bank	1,924
<b>CAPEX Facility</b>	Al-Rajhi Bank	923
<b>Receivables discounting (with recourse)</b>	Al-Rajhi Bank	500
<b>Total</b>		8,203

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

	Q2 2025	Q1 2025	2024	2023	2022	2021	2020	2019	2018
<b>Net Debt *</b>	7,818	7,810	7,359	6,842	8,777	9,009	9,088	14,227	14,218
<b>Equity</b>	10,460	10,792	10,707	10,591	9,802	9,042	8,729	4,103	4,012
<b>EBITDA</b>	3,433	3,363	3,323	2,978	3,155	3,128	3,441	3,823	3,009
<b>Debt/(Debt +Equity)</b>	44%	43%	43%	42%	48%	51%	54%	79%	80%
<b>Net Debt/EBITDA</b>	2.28	2.32	2.21	2.30	2.78	2.88	2.64	3.72	4.72
<b>Debt/(Debt + LL +Equity)**</b>	49%	48%	48%	46%	52%	55%	57%	80%	80%
<b>Net Debt/EBITDA **</b>	2.78	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:

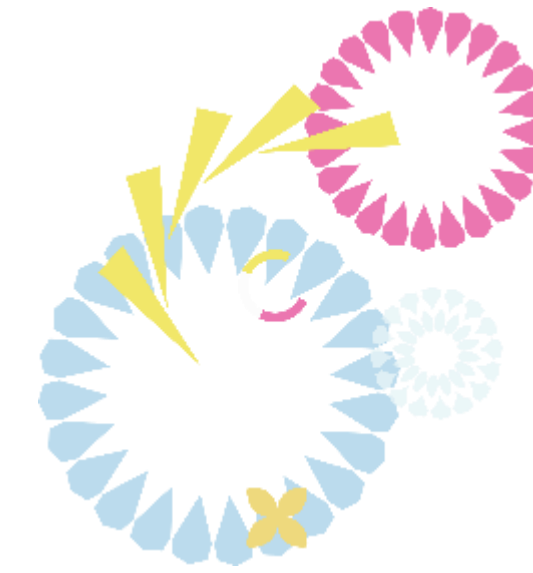


[investor.relations@sa.zain.com](mailto:investor.relations@sa.zain.com)

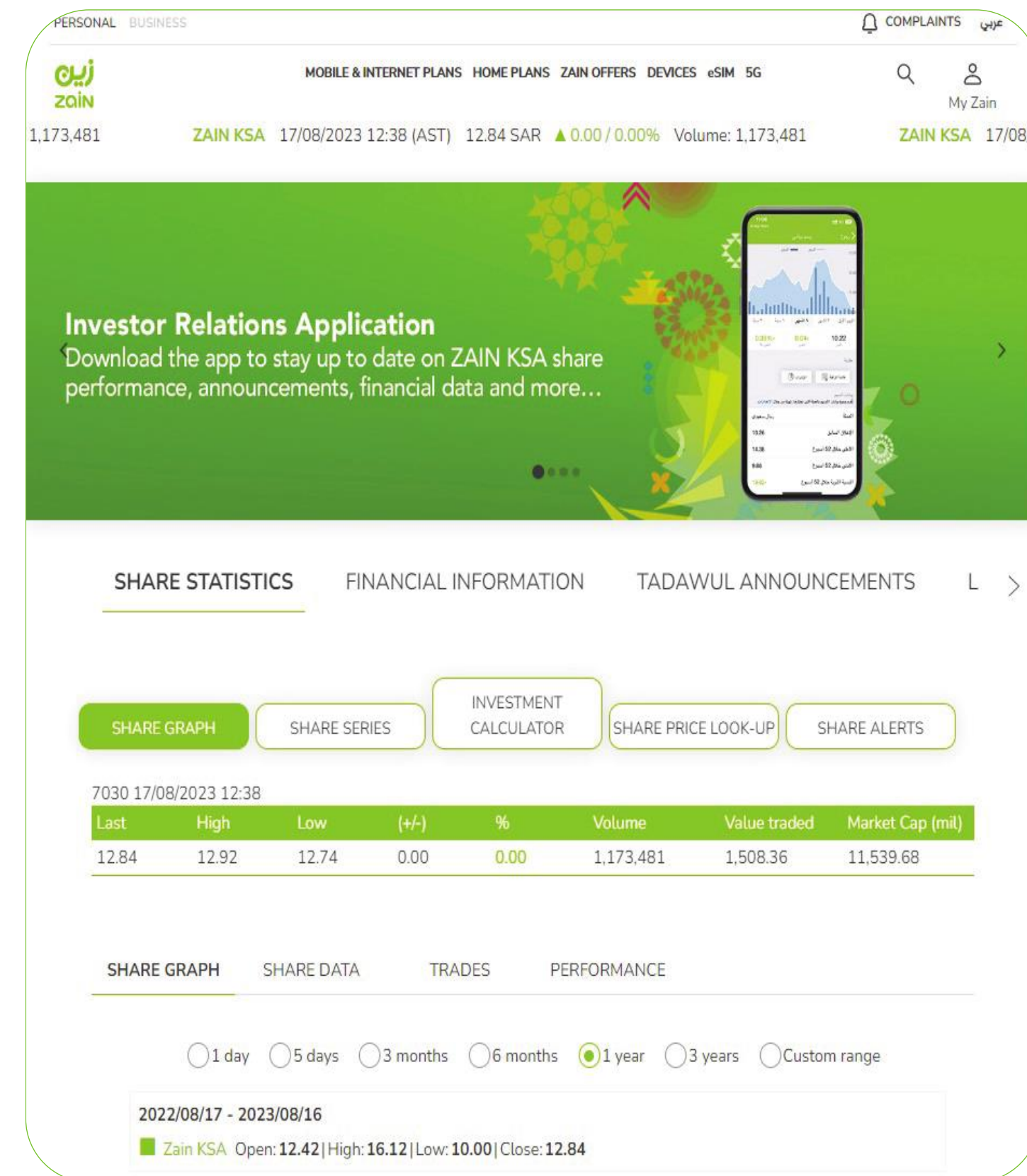


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### Investor Relations app



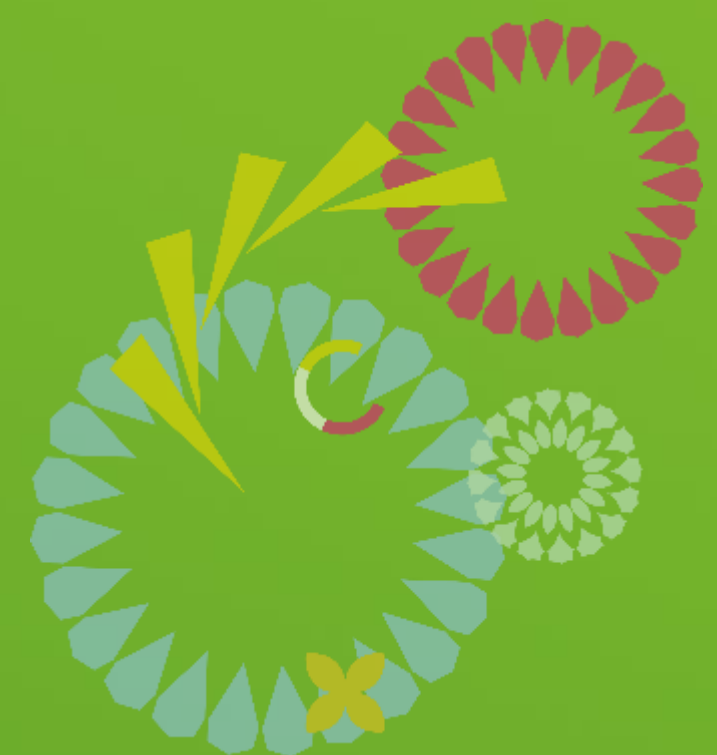
### Investor Relations



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







# Thank You