Welcome to Zain KSA
Q3 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.

النمو الاقتصادي **Economic Growth**	الممارسات المستدامة **Sustainable Practices**	الشريك المثالي **Partner of Choice**	التركيز على تحسين تجربة العميل **Customer Centricity**	أتمتة عمليات الشركة **Digital Default**	الأسواق المحاذية والتنوع في الإيرادات **Beyond Telecom**	مستقبل الشبكة **Future Forward Network**	الهوية والثقافة **Brand & Culture**

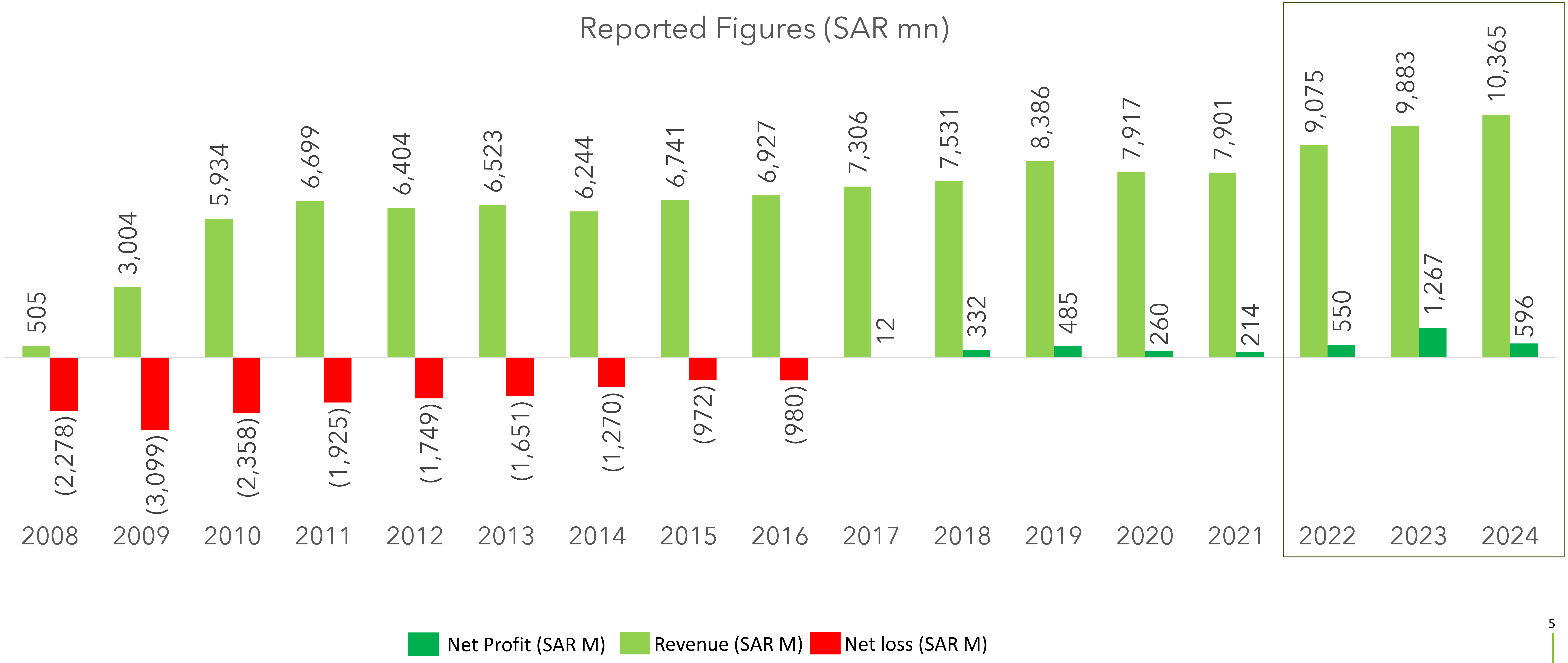
Creative positive impact outcomes that include improving profitability and cash position all while considering environmental and social disciplines.

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.

HISTORICL 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

Ossama Matta

Zeyad Alhazmi

Umar Al Mahmoud

Kamil Hilali

Saud Al Juhani

Talal AlMamari

Eng .Nawaf Hisham Al-Gharabally

Our Executive Management

Eng. Saad AlSadhan
CEO

Mehdi Khalfaoui
Chief Financial Officer

Eng. Mohammad AlNujaidi
Chief Technology Officer

Tiago Rocha
Chief Commercial Officer

Fahad Alsahmah
Chief Business and Wholesale Officer

Maha AlQernas
EVP of Information Technology

Abdulaziz Al Subaie
Regulatory Affairs & Compliance Vice President

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

Loluwah Alnowaiser
EVP of Human Resources

Faisal Abdullah AlAssaf
VP of Legal Affairs & Governance

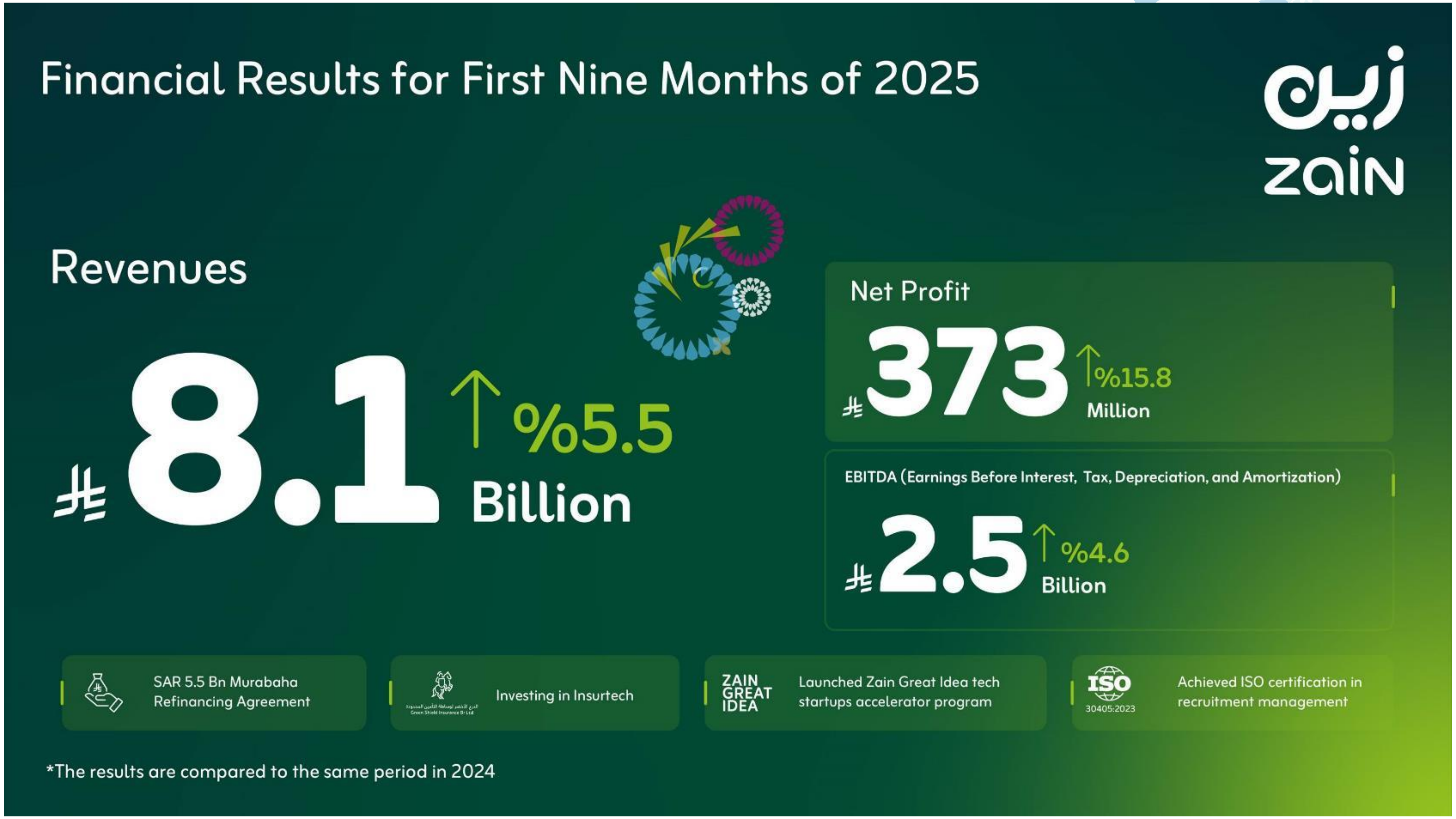
Njoud AlShehri
EVP of Strategy & Innovation

Eman Abdullah AlSaidi
VP of Corporate Communications

Eng. Saad bin Abdulrahman AlSadhan

CEO

Financial Result for First Nine Months of 2025



Tamam Finance Overview – 9M 2025

Tamam Finance, Zain KSA's fintech arm, delivered ongoing strong Q3 revenue growth for its shariah-compliant microfinance. Tamam is accelerating with new product services for new segments and driving scale through financial inclusion supporting Saudi Vision 2030's Financial Sector Development Program.

Key figures

Revenue	9M25	327.6	SAR Mn
Revenue growth	Vs. 9M24	23%	
EBITDA Margin	9M25	27%	
EBITDA	9M25	87.7	SAR Mn
Active Loan Book*	9M25	1,014	SAR Mn
Net profit	9M25	67.6	SAR Mn
Downloads.	to 9M25	6.1	Mn
Customers		85,366	Active

Tamam today

tamam

Digital Leader

100% digital lending with continuous journey enhancements delivering faster approvals, no documents required and higher customer satisfaction.

Flexible Offers and Custom Pricing

Driving stronger conversion with tailored pricing and 36-month financing options to attract higher-income segments and expand reach.

Licensed by SAMA

Tamam is licensed by Saudi Central Bank since 2020 launch

New Mobile App

Launched new app with refreshed branding and enhanced features for faster loan approval

Cash and Installments Finance

Multiple services

One platform

*Islamic financing receivables including due interest

Zain KSA Today

zain

8.6 Million

Costumers.

1,405 Zainers

Woman: 20 %

Local: 89%

233 Shops

6, 421 POS

45% Data Revenue

(Excluding SMS & VAS)

60 SAR

Blended ARPU

25,169 TB/Day

Average daily data traffic

99%	66%	94.5%	66.7%
2G	3G*	4G	5G

Population coverage

10,929 Total number of sites

564 Cities covered by 3G

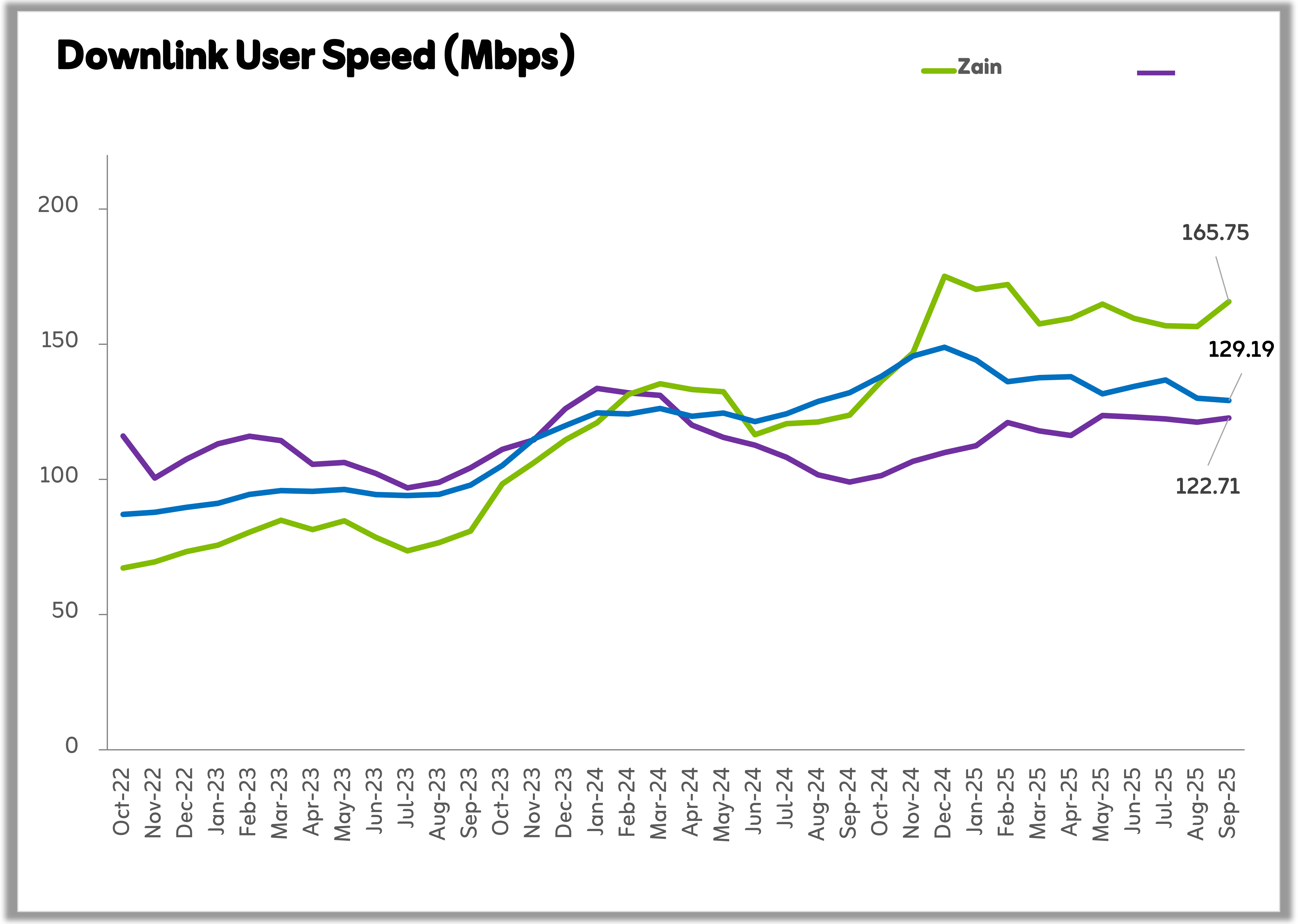
479 Cities covered by 4G

94 Cities covered by 5G

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

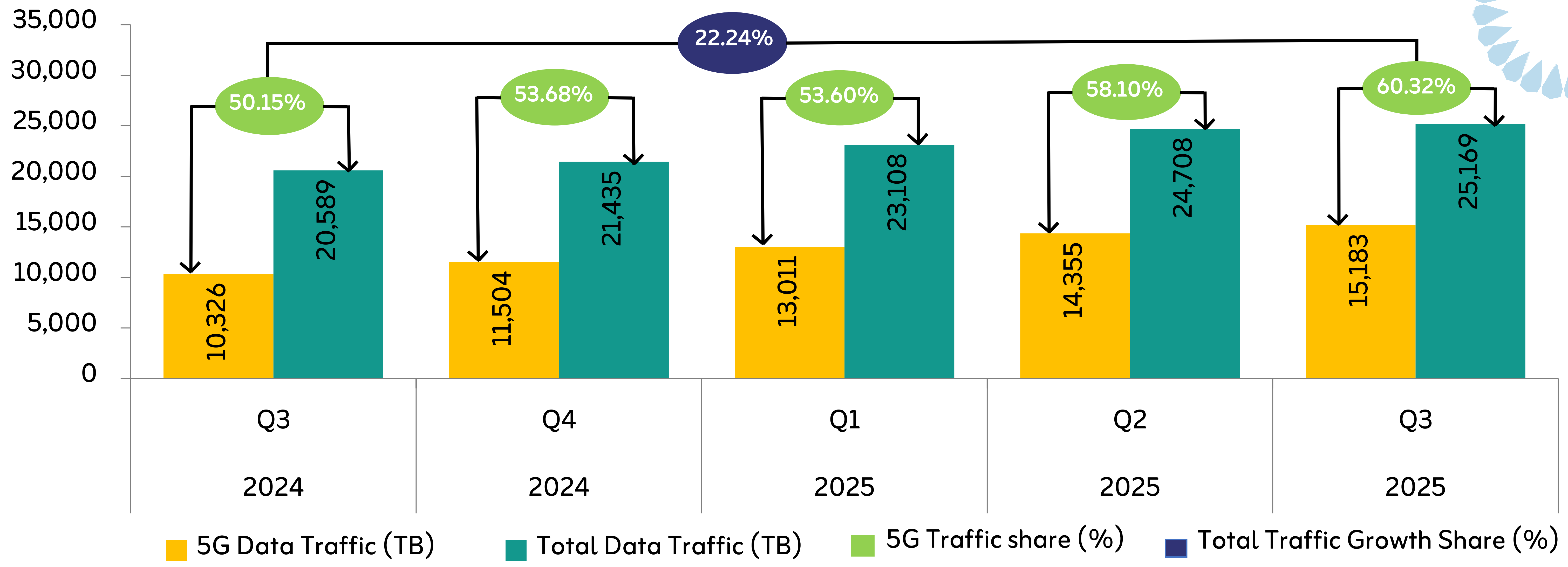
NETWORK ACHIEVEMENT IN Q3-2025

- **#1** **Position among all operators in Downlink user speed (as per Global platform specializing in performance measurements)** with **+14%** improvement year-over-year.



- **+12%** **Year-over-year overall increase** in attached data subscribers to Zain Network with a remarkable growth of **+49%** in 5G Subscribers

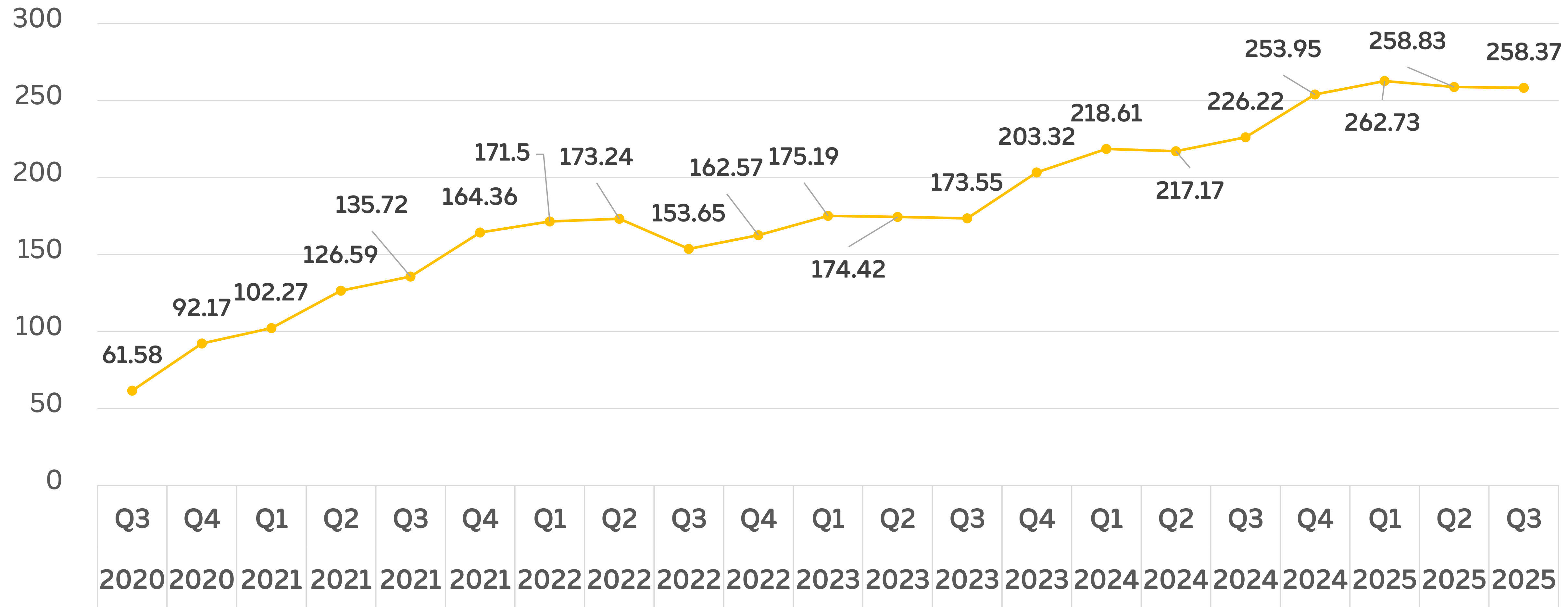
Zain KSA Today



Data Throughput

*Quarterly data from Global platform specializing in performance measurements.

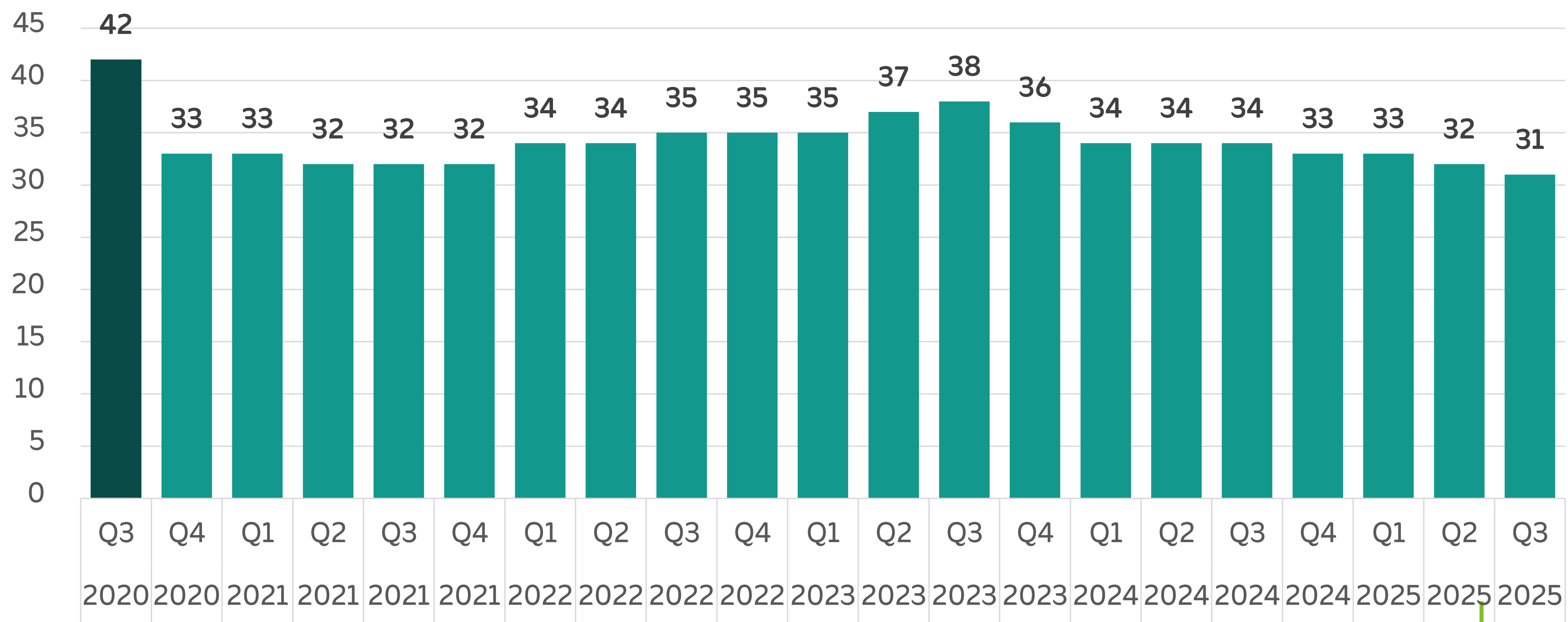
(higher is better)\



Latency (ms)

*Quarterly latency from Global platform specializing in performance measurements.

(lower is better)



Zain KSA Secures SAR 5.5 Billion Strategic Financing Agreement

Zain KSA signed a SAR 5.5 billion Murabaha facility agreement with a consortium of five banks.

مصرف الراجحي alrajhi bank

بنك الرياض Riyad Bank

GIB بنك الخليج الدولي

SNB الأهلي

anb arab national bank البنك العربي الوطني

Zain KSA Taps into Insurtech

Zain KSA has entered the Insurtech space through a strategic joint venture with global insurance specialist PREVENSURE

launch Zain Great Idea accelerator program for Tech startups

TOTAL +200 APPLICANT

ZGI 2025 program empowers startups with fully funded bootcamps in Silicon Valley, offering mentorship, training, and global investor access.

- +43 Entrepreneurs
- +25 Training hours

Awards & Recognition

Yaqoot by Zain KSA Wins Two MENA Digital Awards 2025

Zain KSA achieved ISO 30405:2023 certification, reaffirming our commitment to excellence and transparency in talent acquisition.

For the second consecutive year, Gold Award for Corporate Social Responsibility by HRSD

Sponsorships & Partnerships

Zain KSA Digital Partner of Saudi Drone Exhibition.

Zain KSA Sponsors Boccia Championship to Empower People with Disabilities.

Tamam Financing" is the Strategic Sponsor of the Money 20/20 Middle East Conference and Exhibition

Corporate Sustainability

Supporting people with disabilities in Saturday Purple with a 50% lifetime offer.

Launch 2024 Sustainability Report following international standards.

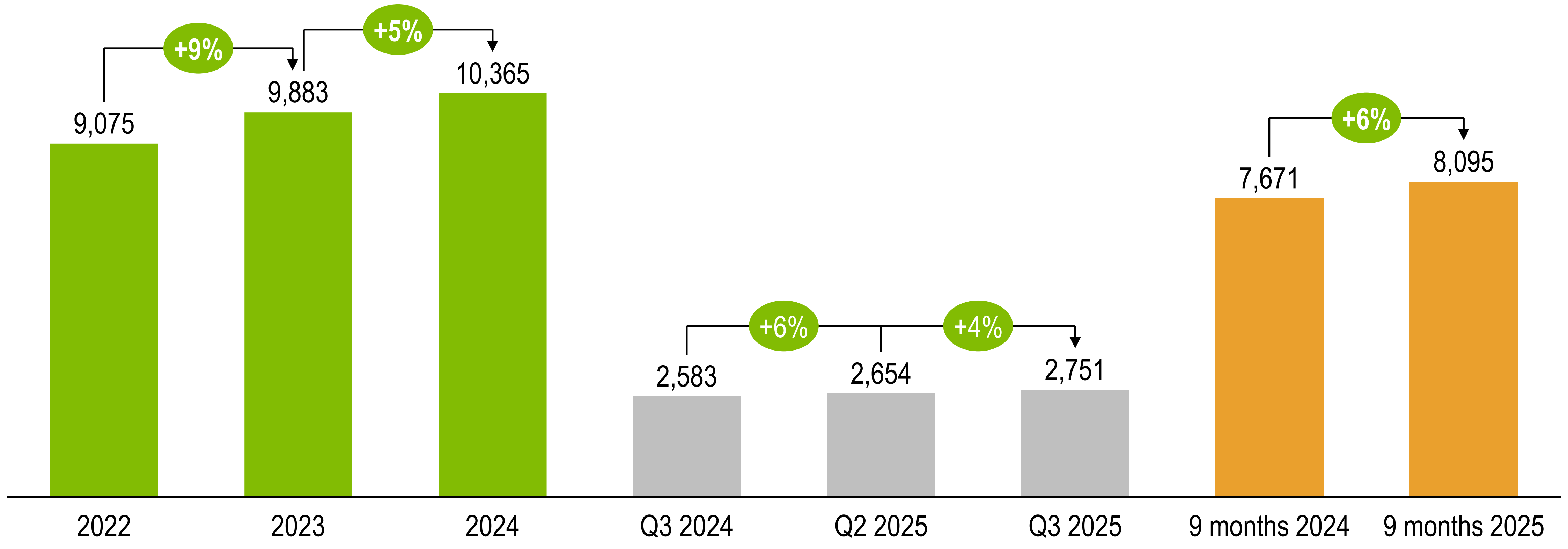
Zain KSA partnered with CST and other companies to introduce an e-waste recycling initiative

Mehdi Khalfaoui

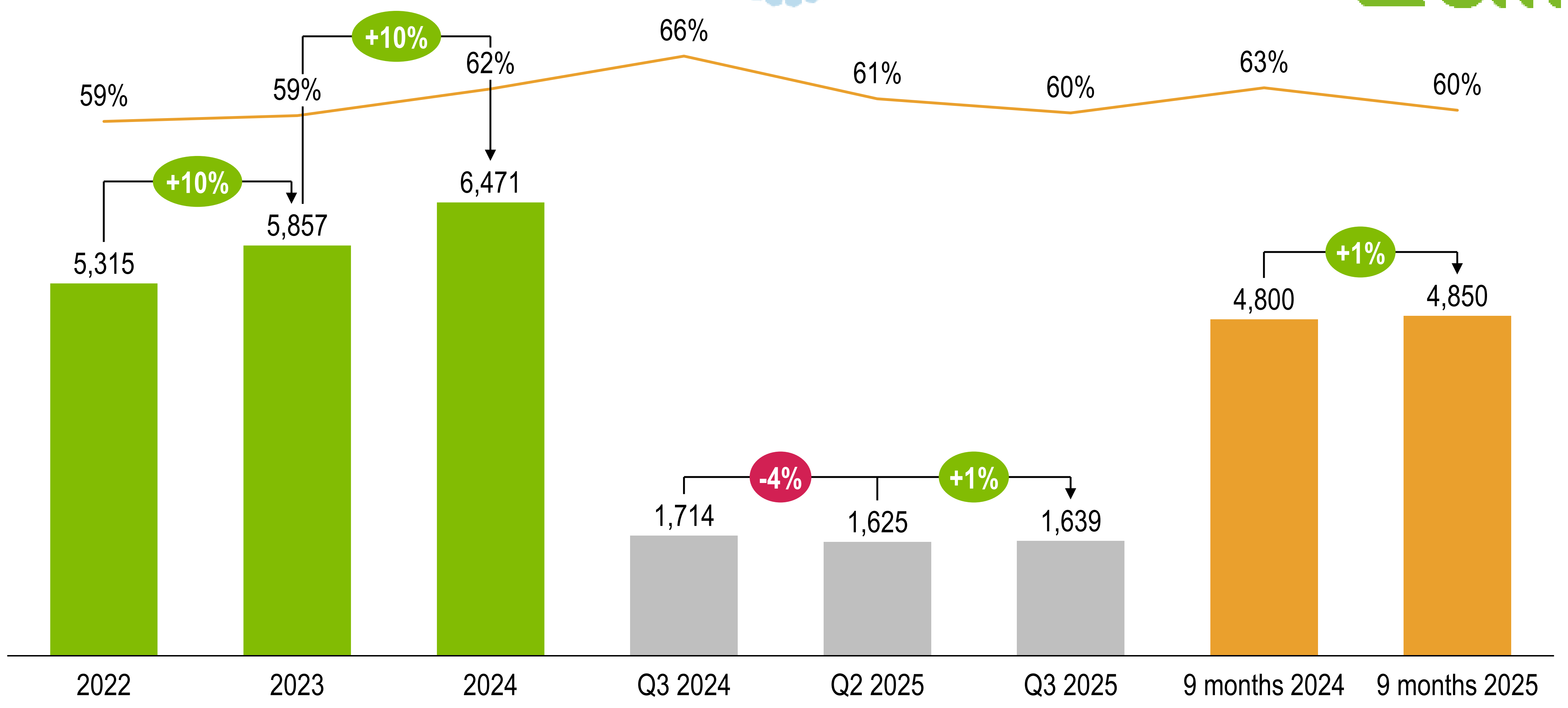
CFO

Financial Highlights

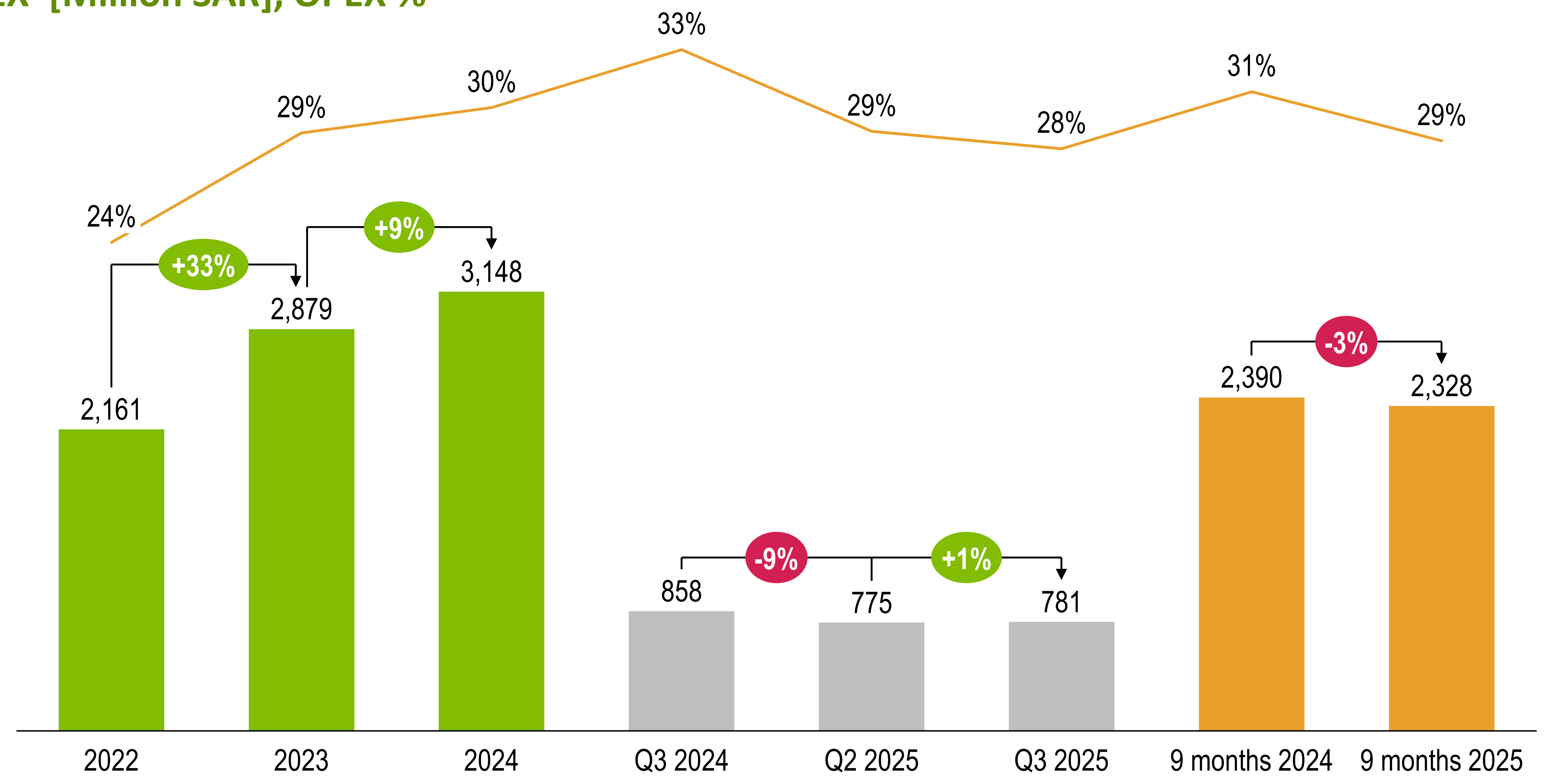
REVENUE [Million SAR]



GROSS PROFIT [Million SAR]
GROSS MARGIN %

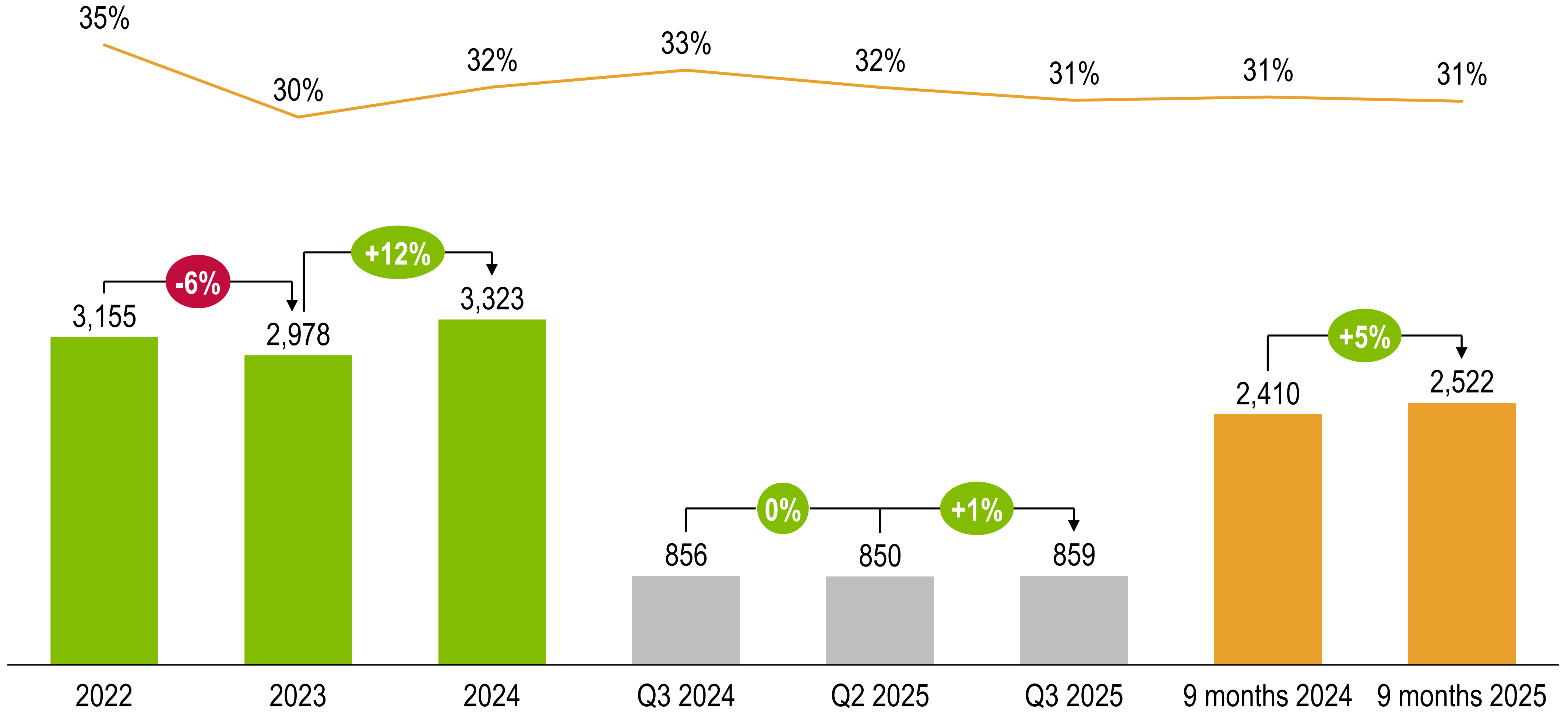


OPEX [Million SAR], OPEX %



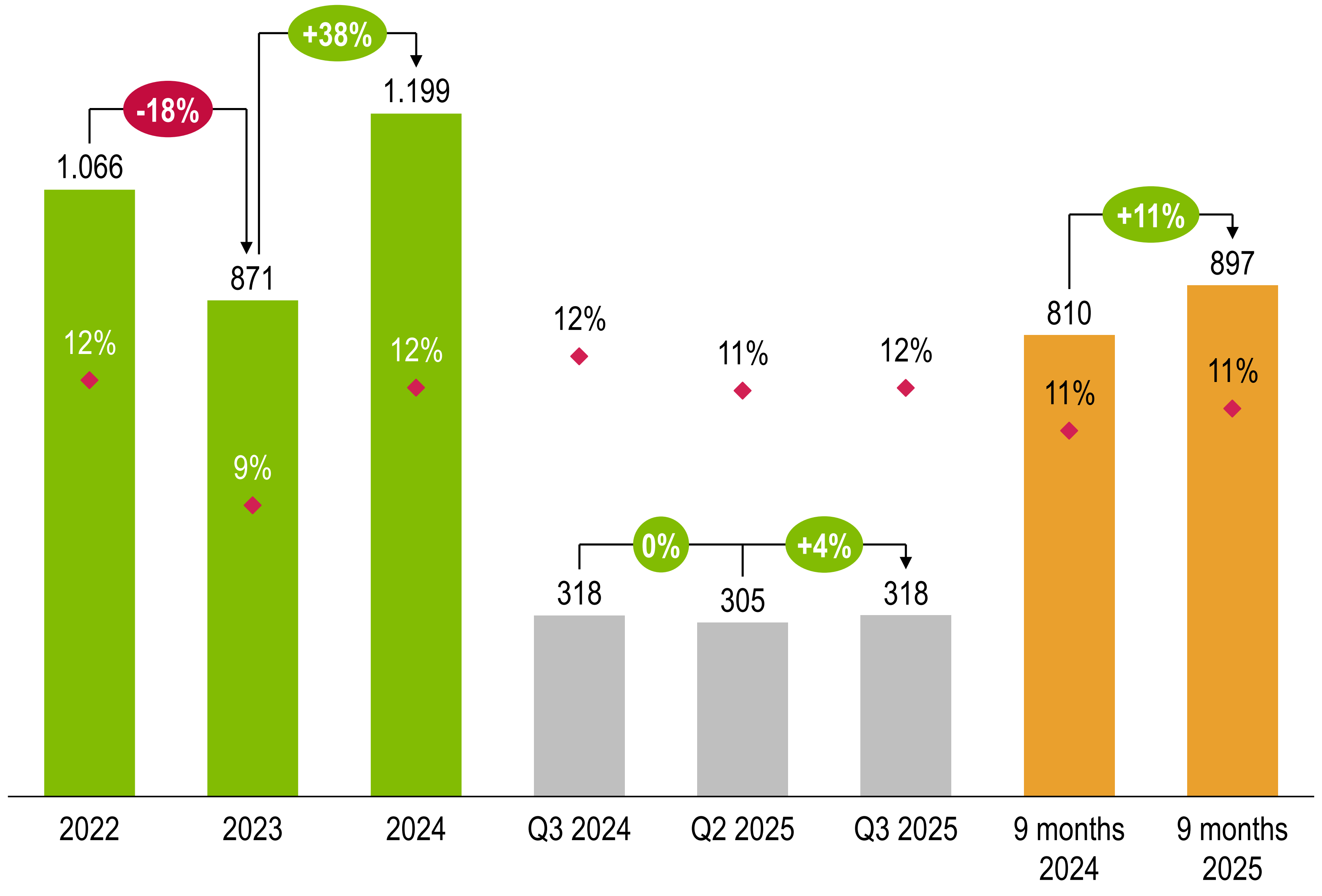
- Opex inclusive of Bad Debts Provision

EBITDA [Million SAR]
EBITDA MARGIN %

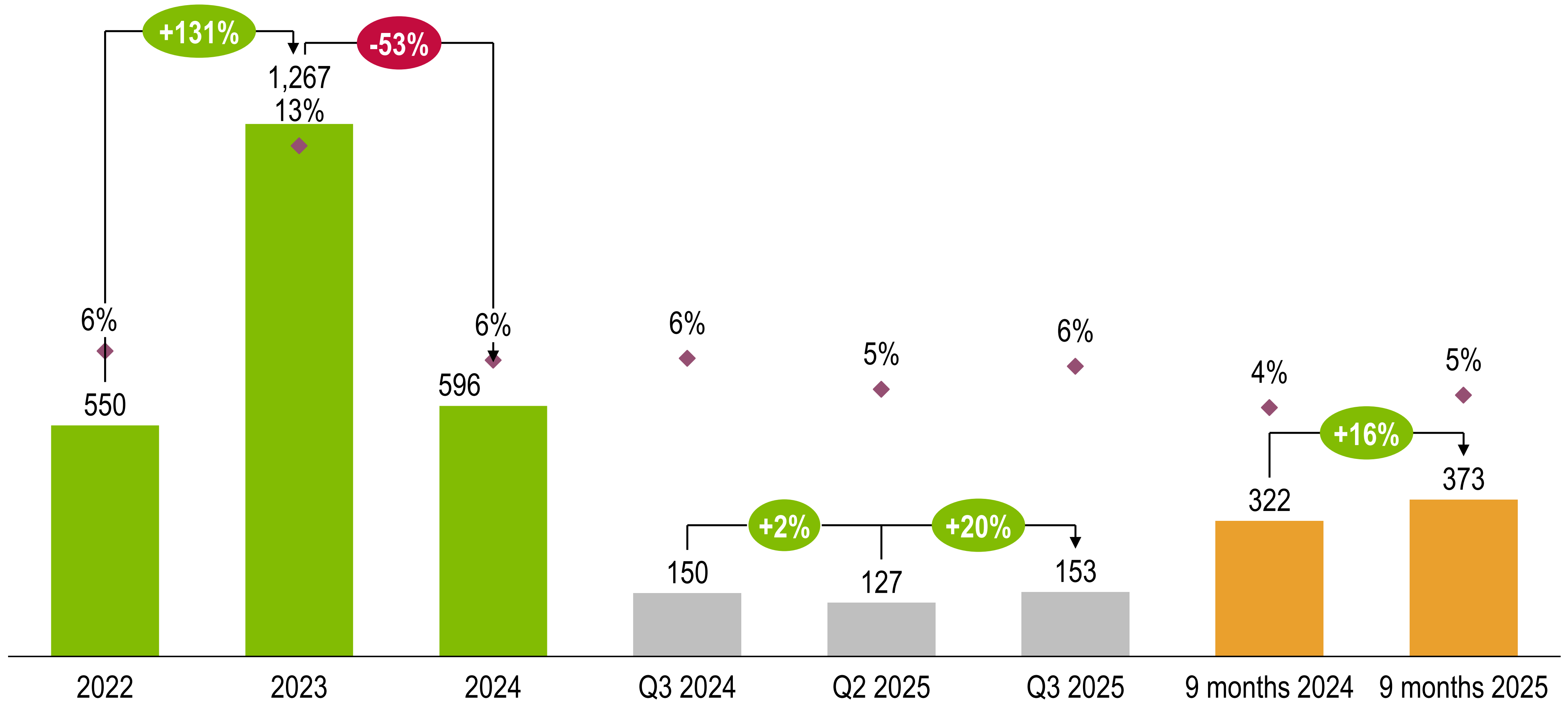


Financial Highlights

OPERATIONAL INCOME [Million SAR]

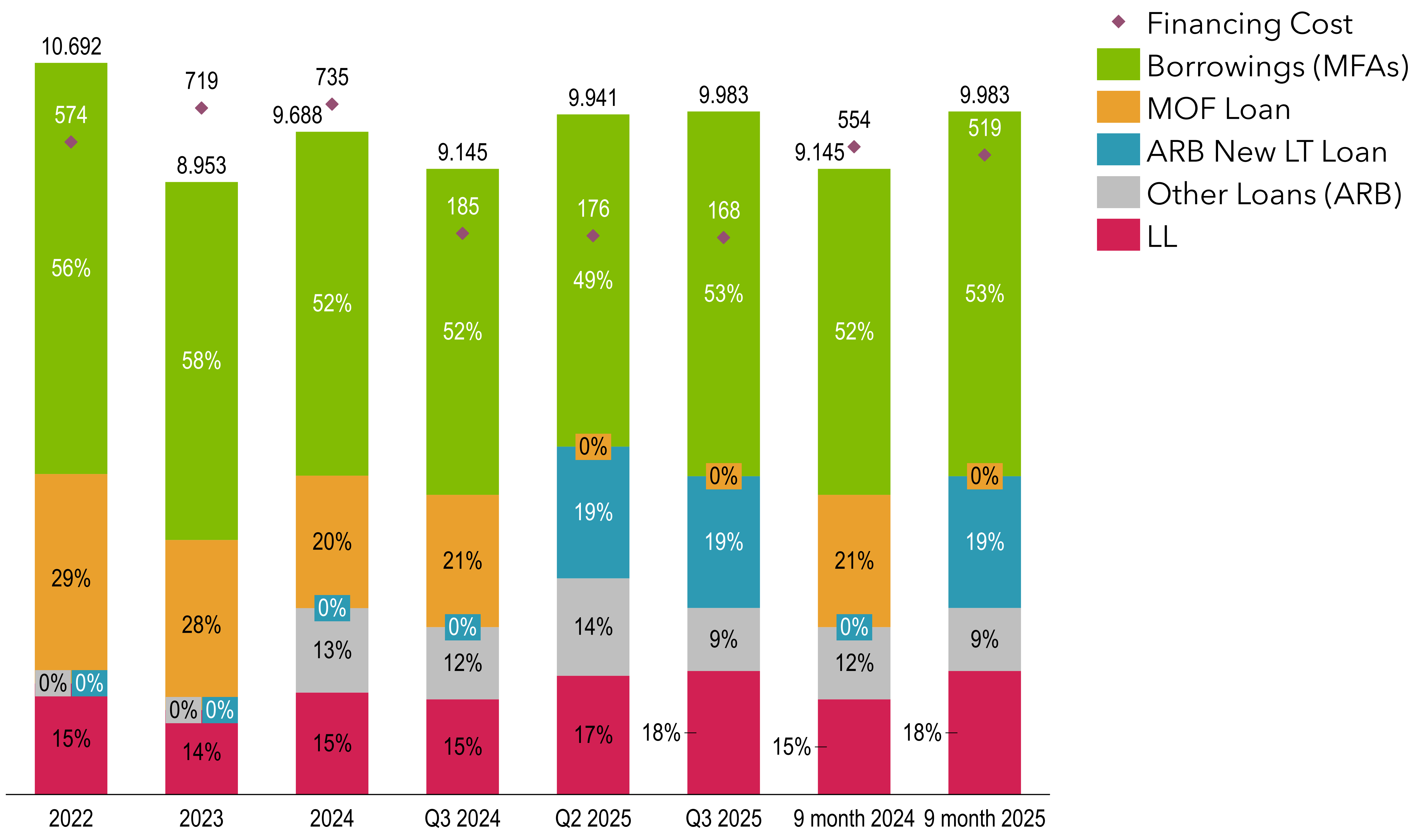


NET PROFIT [Million SAR]
PROFIT MARGIN %



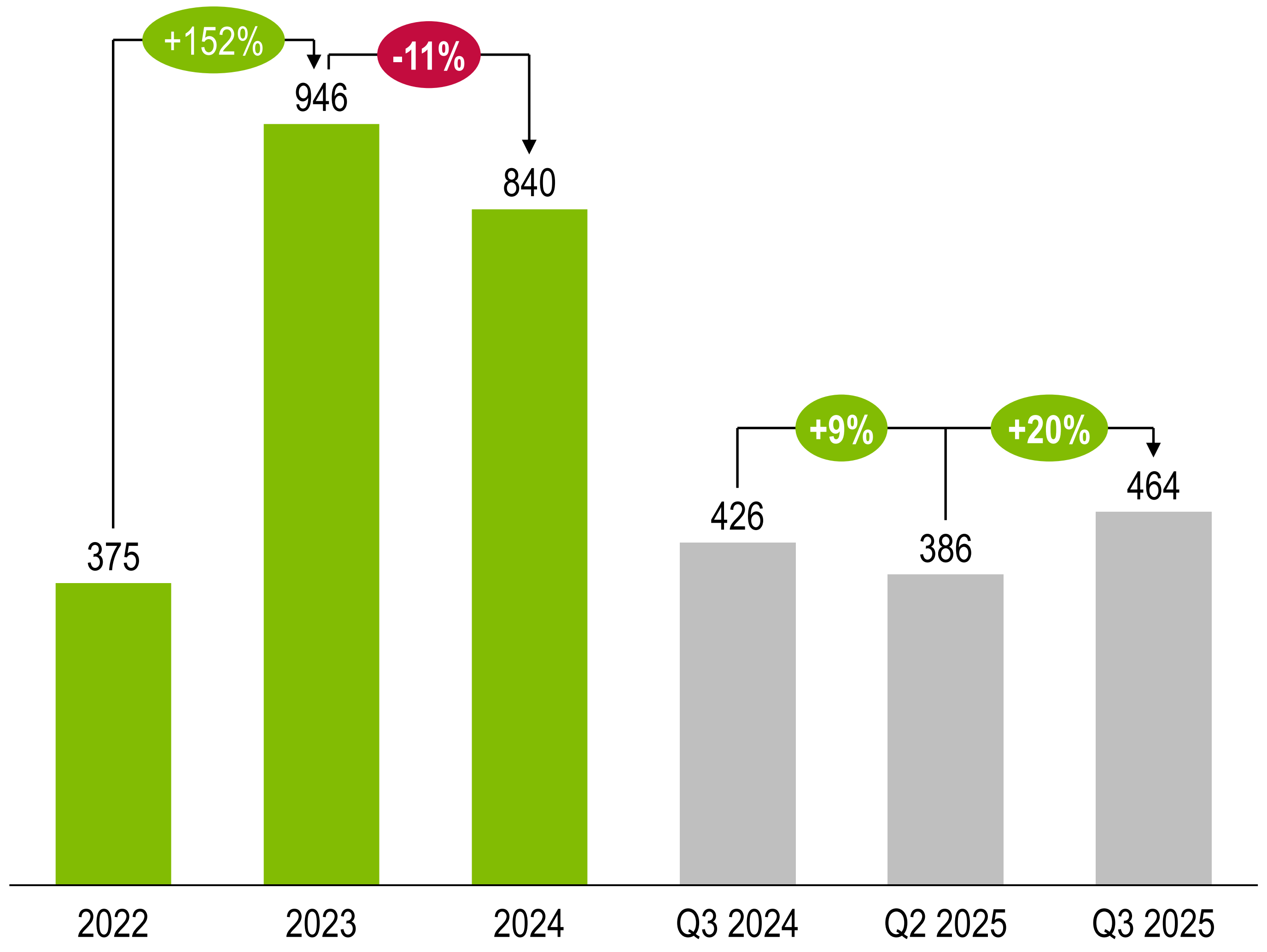
Profit Margin

Debts [Million SAR]
Financing cost [Million SAR]

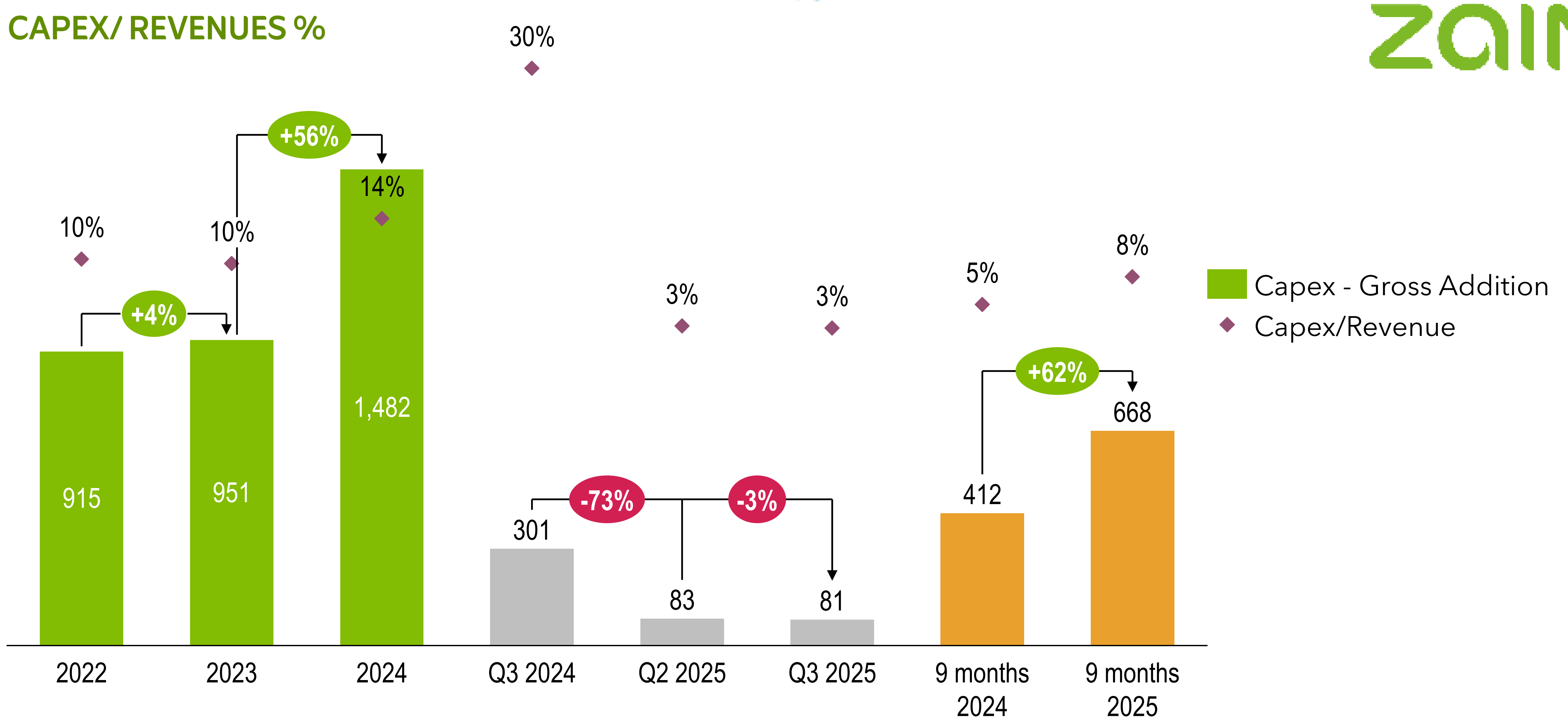


Financial Highlights

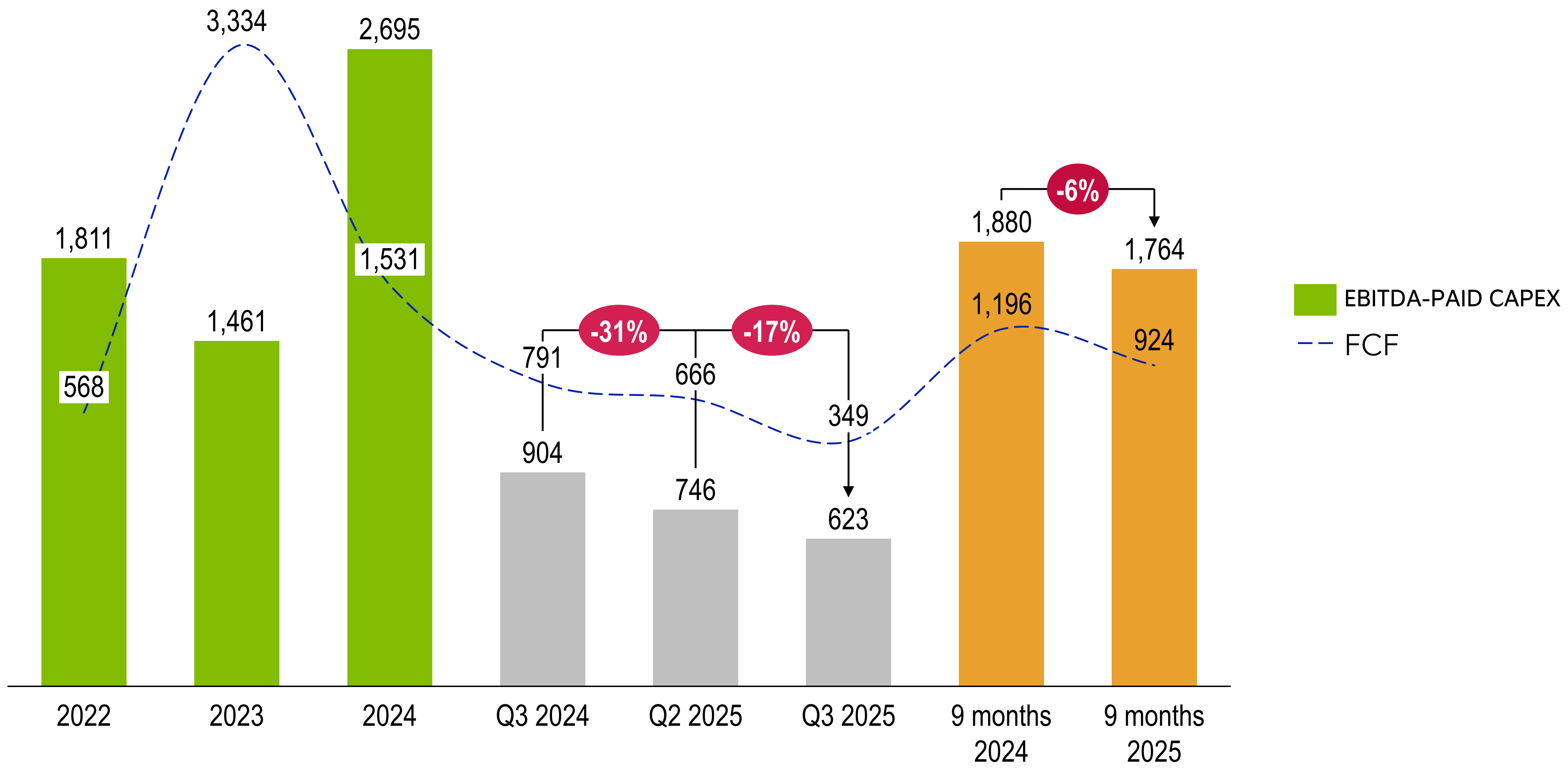
CASH BALANCE [Million SAR]



CAPEX [Million SAR]
CAPEX/ REVENUES %



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



- PAID CAPEX relevant to fixed and intangible assets
- FCF can be adjusted by ARB Capex facility (noncash item) of SAR747M and SAR187M in Dec 2024 and June 2025, respectively.

Company Debt

Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR	Maturity
Murabaha Facility Arrangement (MFA)	Consortium of Six Banks	5,161	30 Sept 2030
Murabaha Facility Arrangement (MFA)	Al-Rajhi Bank	1,924	17 Feb 2030
CAPEX Facility	Al-Rajhi Bank	923	23 May 2034
WC Tamam	Al-Rajhi Bank	170	
Total		8,178	

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

	Q3 2025	Q2 2025	Q1 2025	2024	2023	2022	2021	2020	2019	2018
Net Debt *	7,715	7,818	7,810	7,359	6,842	8,777	9,009	9,088	14,227	14,218
Equity	10,602	10,460	10,792	10,707	10,591	9,802	9,042	8,729	4,103	4,012
EBITDA	3,417	3,327	3,453	3,323	2,978	3,155	3,128	3,441	3,823	3,009
Debt/(Debt +Equity)	44%	44%	43%	43%	42%	48%	51%	54%	79%	80%
Net Debt/EBITDA	2.26	2.35	2.26	2.21	2.30	2.78	2.88	2.64	3.72	4.72
Debt/(Debt + LL +Equity)**	49%	49%	48%	48%	46%	52%	55%	57%	80%	80%
Net Debt/EBITDA **	2.79	2.87	2.77	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

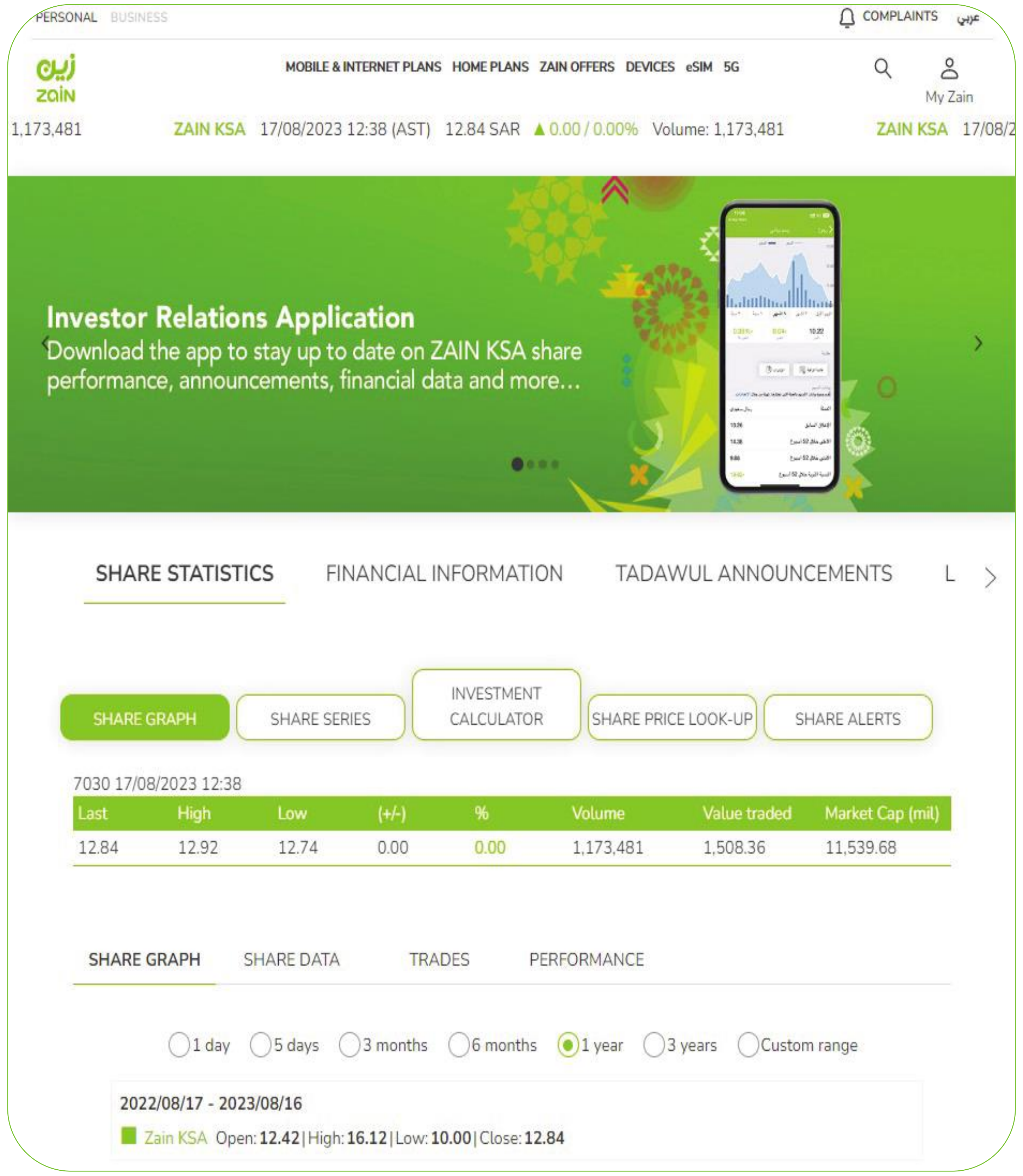
+966 59 244 8888

Investor Relations app

Download on the App Store

GET IT ON Google Play

Investor Relations



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

Thank You