

Welcome to Zain KSA 2025 earnings call



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 innovative 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.



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



Atif Al Siyabi



Ossama Matta



Umar Al Mahmoud



Saud Al Juhani



Eng. Nawaf Hisham Al-Gharabally



Eng. Saad AlSadhan
CEO



Mehdi Khalfaoui
Chief Financial Officer



Fahad Alsahmah
Chief Business and Wholesale Officer



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



Njoud AlShehri
EVP of Strategy & Innovation



Eng. Mohammad AlNujaidi
Chief Technology Officer



Maha AlQernas
EVP of Information Technology



Loluwah Alnowaiser
EVP of Human Resources



Tiago Rocha
Chief Commercial Officer



Abdulaziz Al Subaie
Regulatory Affairs & Compliance
Vice President



Faisal Abdullah AlAssaf
VP of Legal Affairs & Governance



Eman Abdullah AlSaidi
VP of Corporate Communications





Eng. Saad bin Abdulrahman AlSadhan
CEO

Financial Overview

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Financial Results



SNB  الاهلي 

Secures SAR 5.5 Billion Strategic Refinancing Agreement



Tamam Finance Overview – 2025 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 25	Revenue growth
SAR Mn	435.3	Vs. FY24 18%
EBITDA Margin	FY 25	EBITDA
SAR Mn	25%	108.2
Active Loan Book*	FY 25	Net profit
SAR Mn	1,009.8	SAR Mn 81.1
Customers		Downloads.
Active	86,772	Mn 6.48

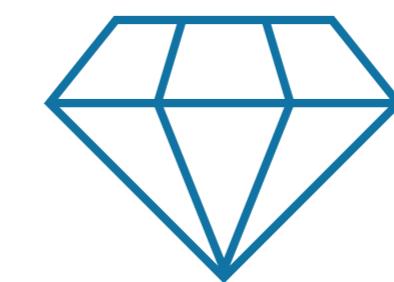
Tamam today



Digital Leader
Ongoing focus driving 100%
digital lending,
no documents required



Advanced Analytics
Enhanced analytics for eligibility
assessment, segmentation, and
portfolio monitoring



Awards

Won "Best use of Digital by
Sector – Banking & Finance"
MENA DIGITAL AWARDS 2025



Product Portfolio

Integrated cash and instalment
services driving diversified
revenues and value



Technology Delivery
Continuous platform
upgrades improving
reliability, experience, and
efficiency

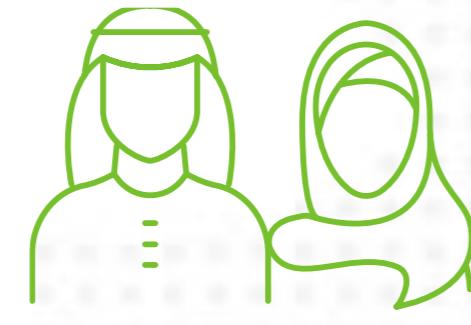


*Islamic financing receivables including due interest



8.1 Million

Costumers.



1,360 Zainers

Woman: 22 %
Local: 89%



234 Shops

6,889 POS



46% Data Revenue

(Excluding SMS & VAS)



64 SAR

Blended ARPU



26,176 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**

103 Cities covered by **5G**

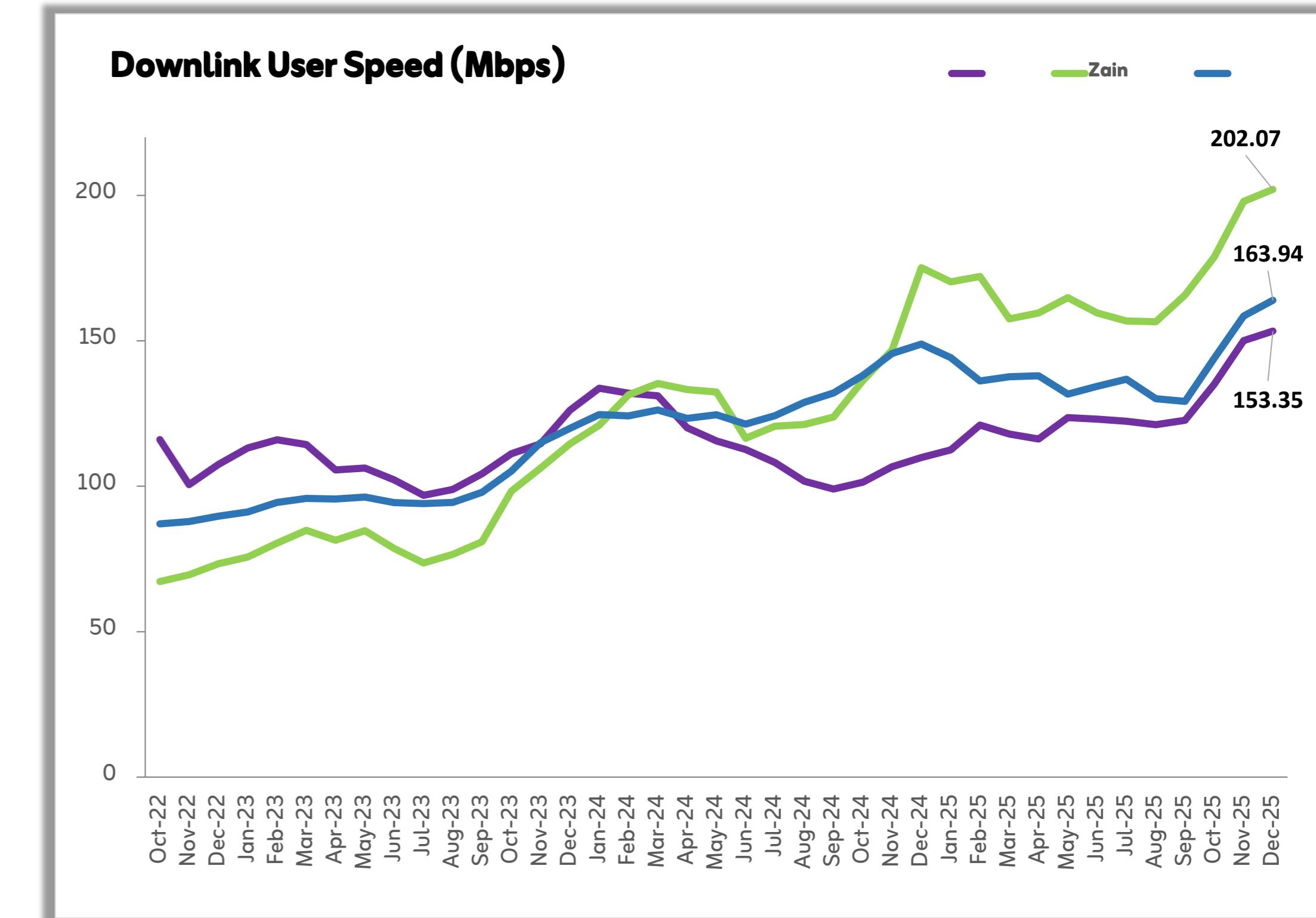


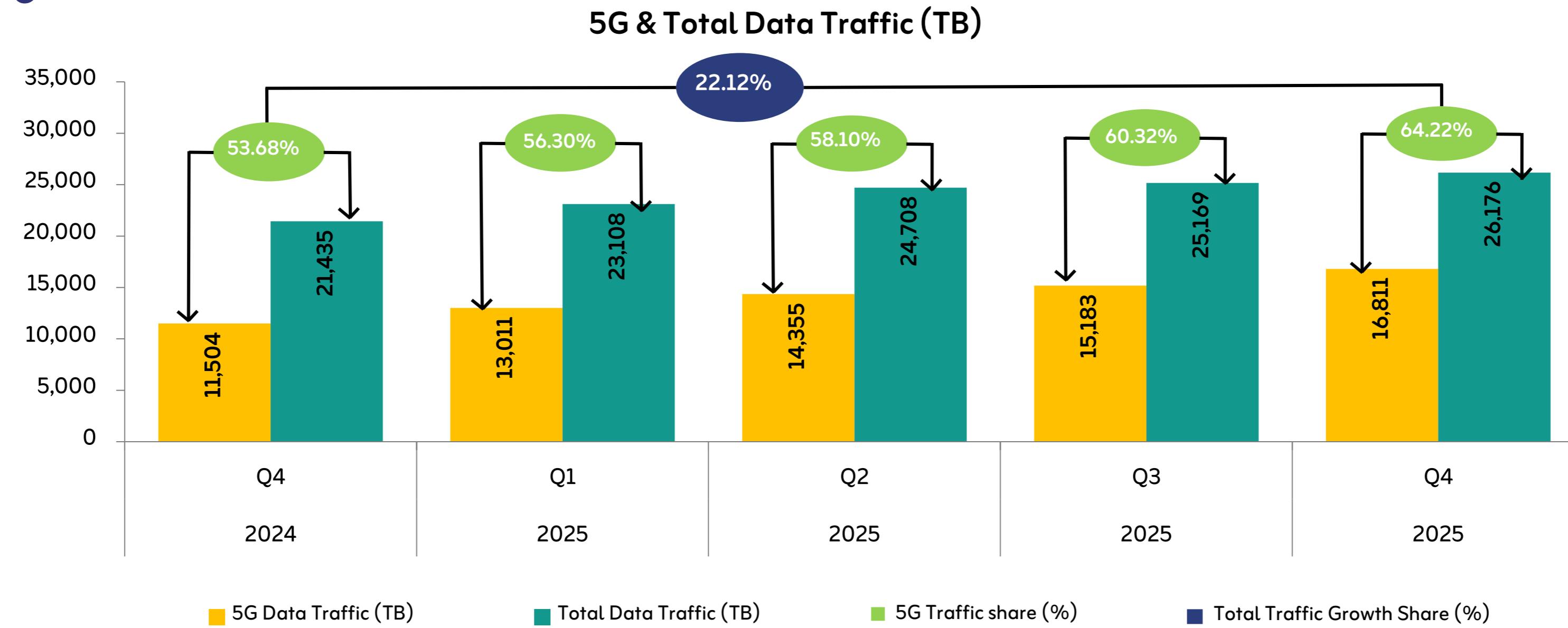
NETWORK ACHIEVEMENT IN Q4-2025



#1 Position among all operators in Downlink user speed (as per Global platform specializing in performance measurements) with **+13%** improvement year-over-year.

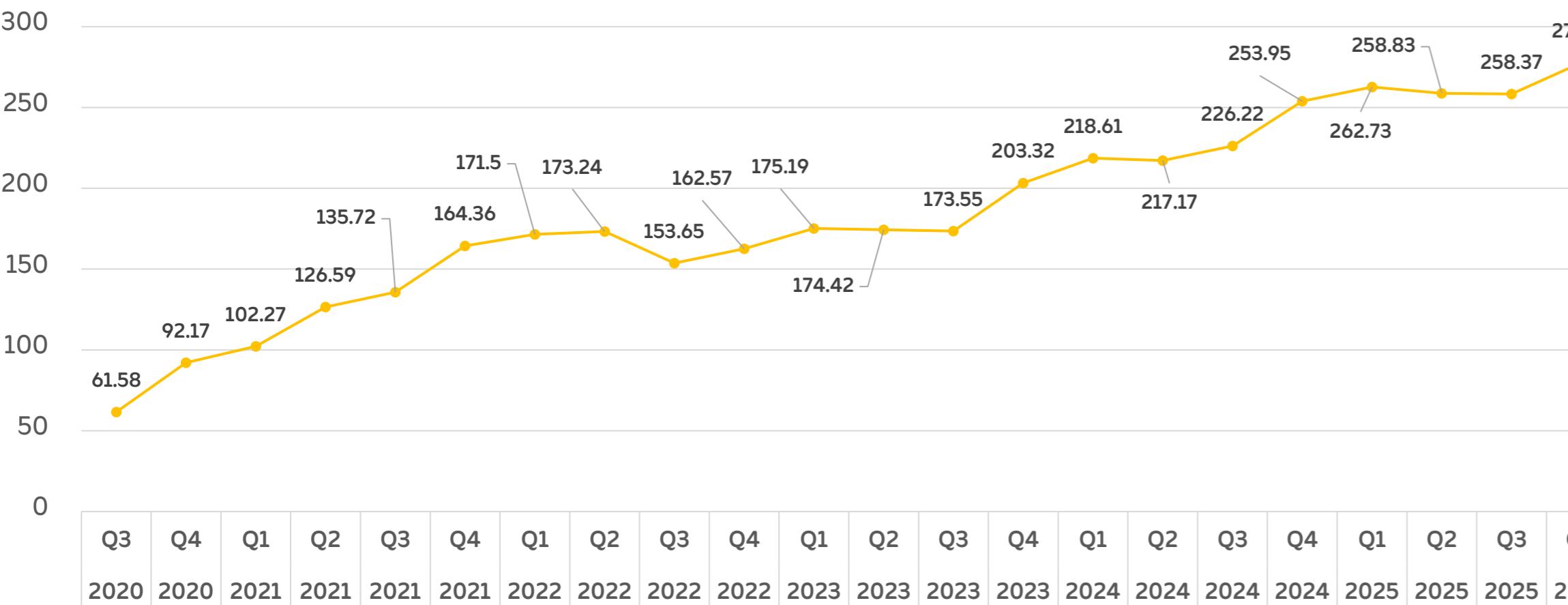
+12% Year-over-year overall increase in attached data subscribers to Zain Network with a remarkable growth of **+46%** in 5G Subscribers





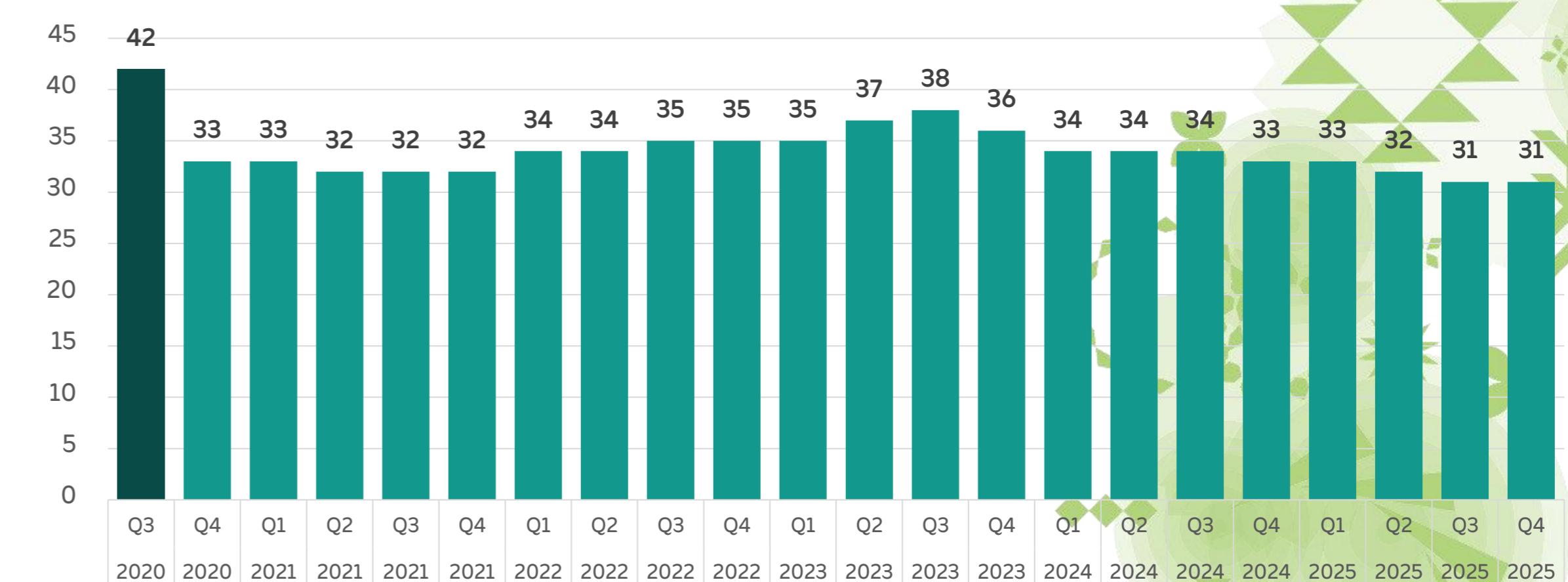
Data Throughput

*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)



Infrastructure Empowerment

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Connected Farasan Islands with sustainable wireless solutions

Activated the 600 MHz spectrum

Provides 4G and 5G Services in Abu Bakr Al-Siddiq Tunnel

Deployed the first AI-powered 5G network in the Holy Sites.

Digital Solutions Enabling Key Sectors

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Expanded sector-focused digital solutions across key industries.



Launched “Made in Saudi” package



Strengthened cloud, cybersecurity, and AI capabilities through partnerships.



Adjacent Market

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Enters Insurtech via a strategic JV with PREVENSURE and acquires a majority stake in GSIB.



Mobile number verification service for visitors through the Absher platform



Signing with Emkan to Provide Flexible Online Payment Solutions



Strategic partnerships

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- Sponsoring **12** events and activities across the , technology, financial, entertainment, social responsibility, and information security sectors.
- Signed partnerships and MoUs with more than **[30]** global and regional partners



Community Empowerment

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Social

MoU with Social Development Bank

Ithra VolunteerHacathon

Launched Zain Great Idea in
Saudi Arabia

People with disability



Awards and Recognitions



14 regional and international awards, in the year covered key

focus areas, including:

- Digital Marketing
- Customer Experience
- Youth Empowerment & Inclusion
- Corporate Social Responsibility (CSR)
- Technology & Artificial Intelligence
- Work Environment & Employee Wellbeing



Ranking and Certificate

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Digital Certification Licenses with Digital signature



National Council for
Occupational Safety and Health



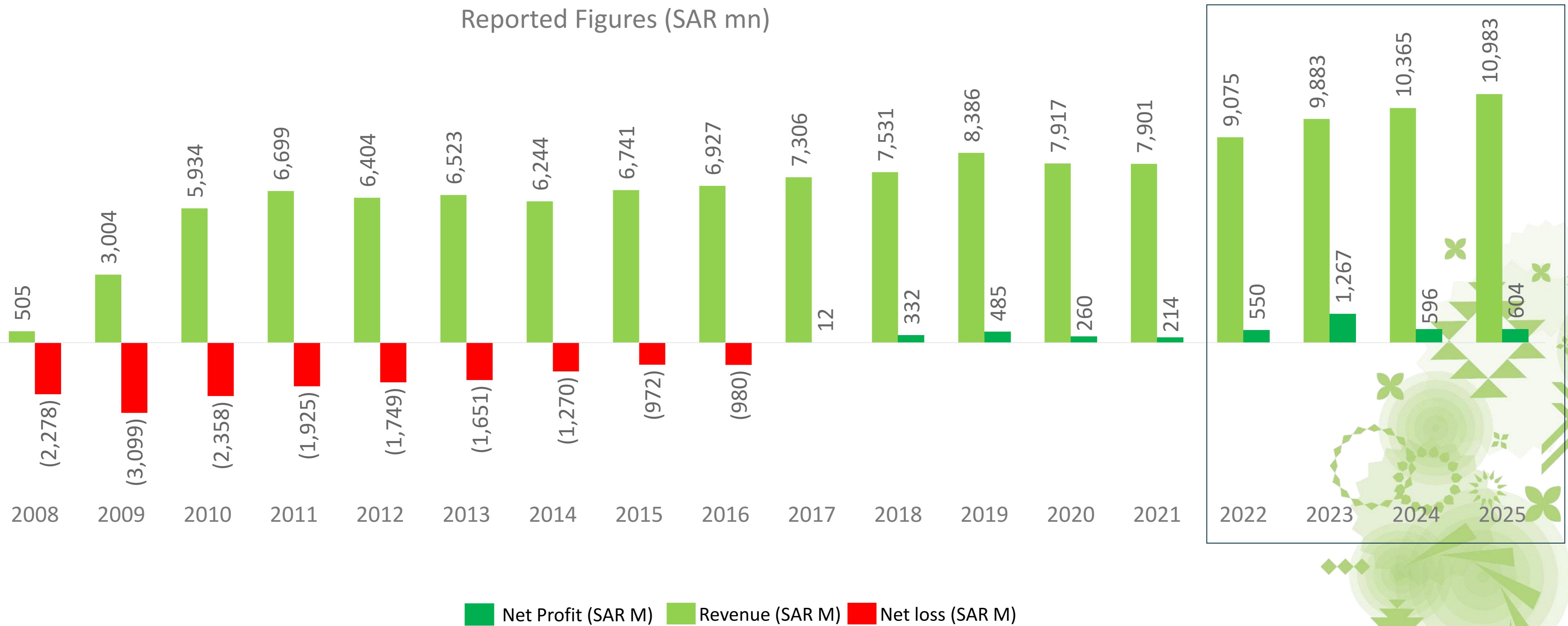
Upgrades Score in Global Climate Change Disclosure to 'A' Advancing Climate Governance Toward Carbon Neutrality



Mehdi Khalfaoui
CFO

HISTORICAL PERFORMANCE

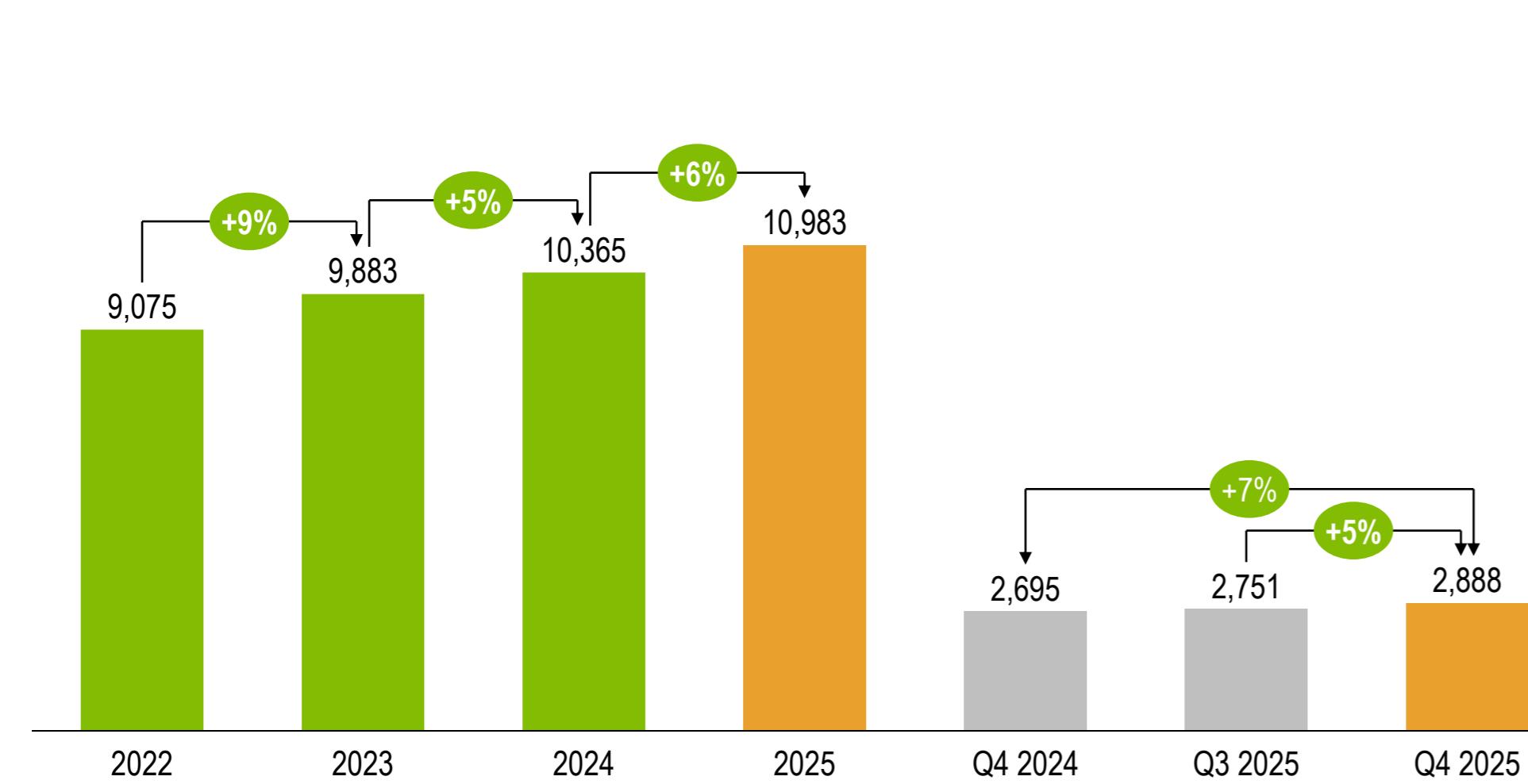
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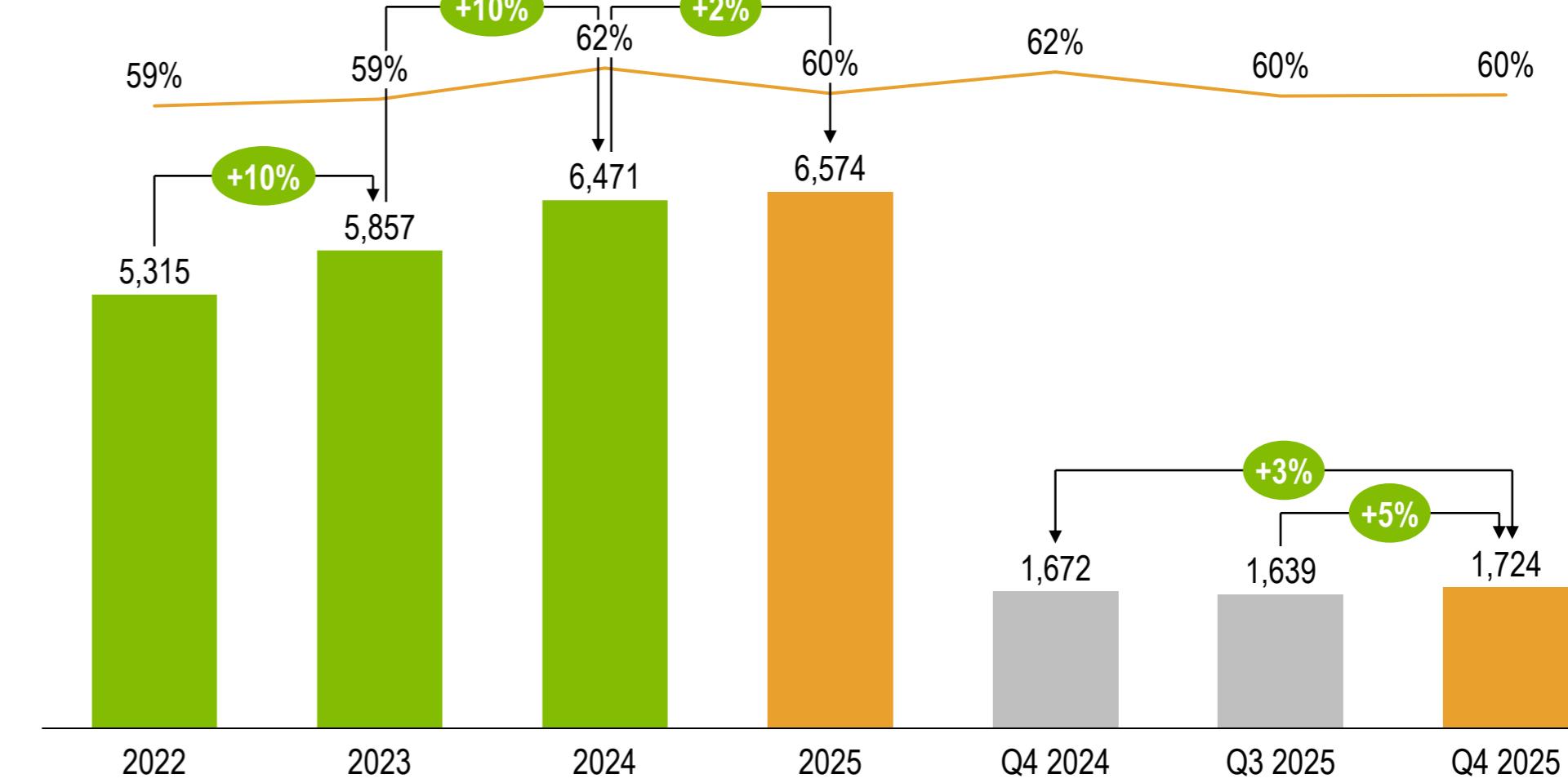
Financial Highlights

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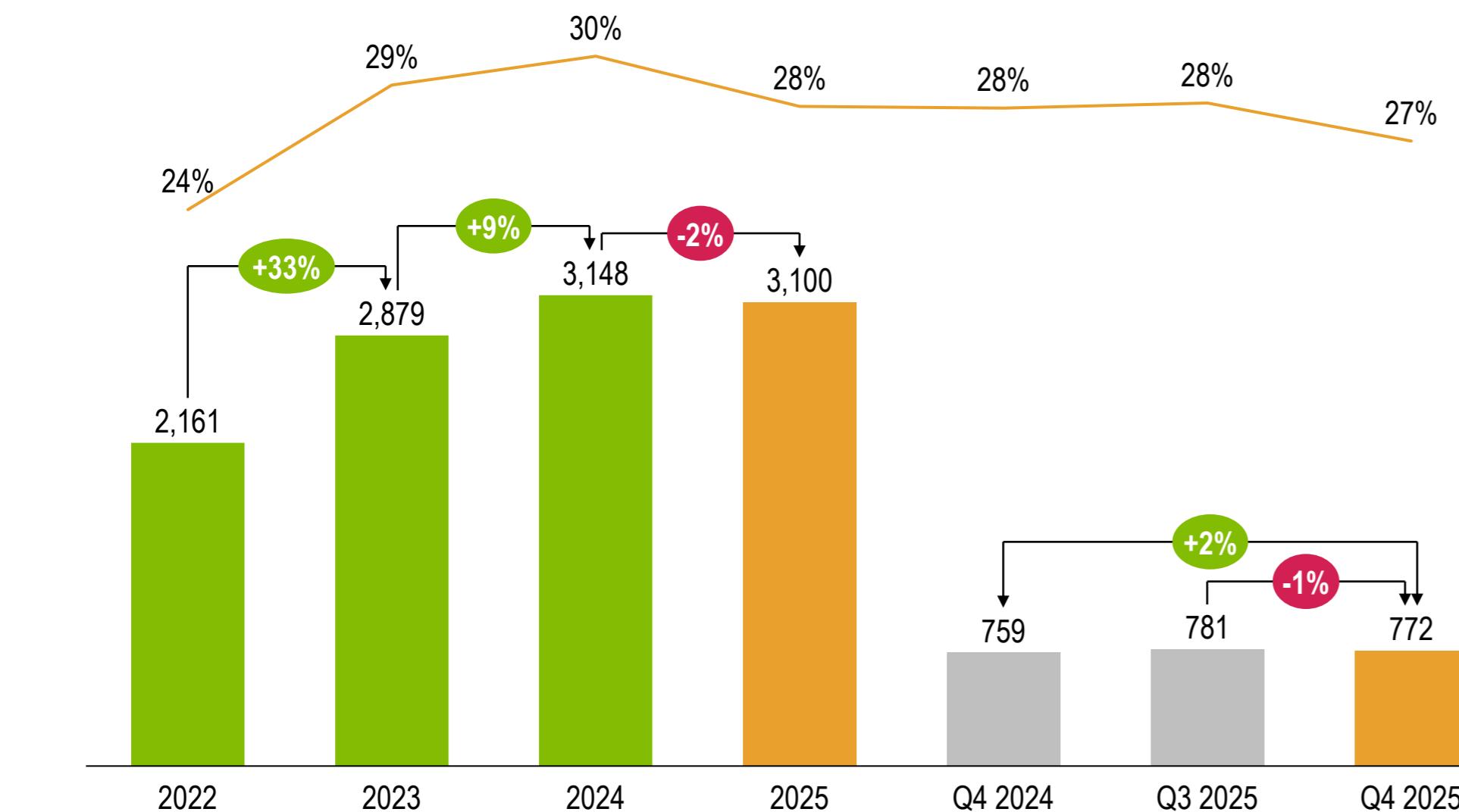
REVENUE [Million SAR]



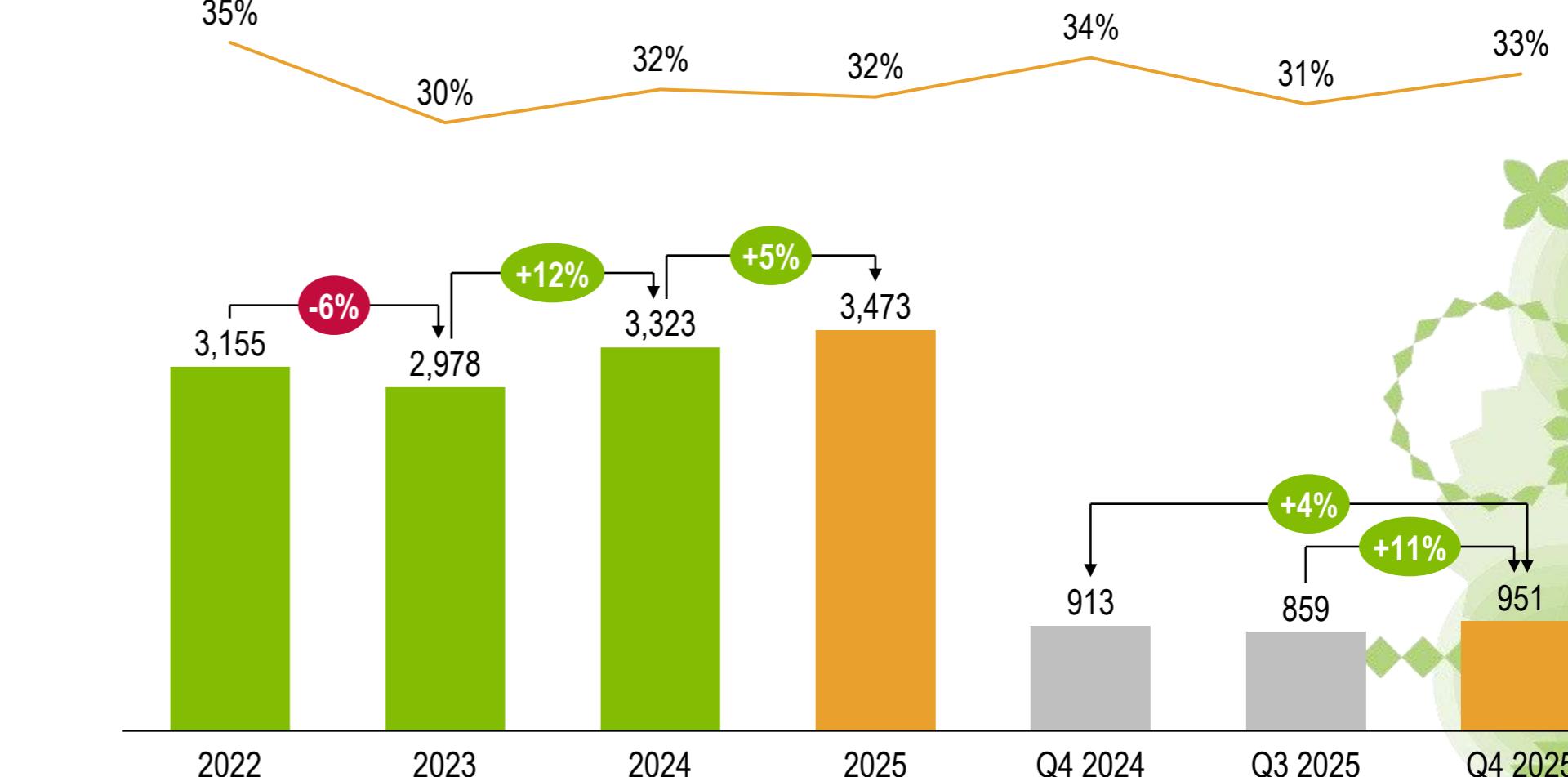
GROSS PROFIT [Million SAR] GROSS MARGIN %



OPEX [Million SAR], OPEX %



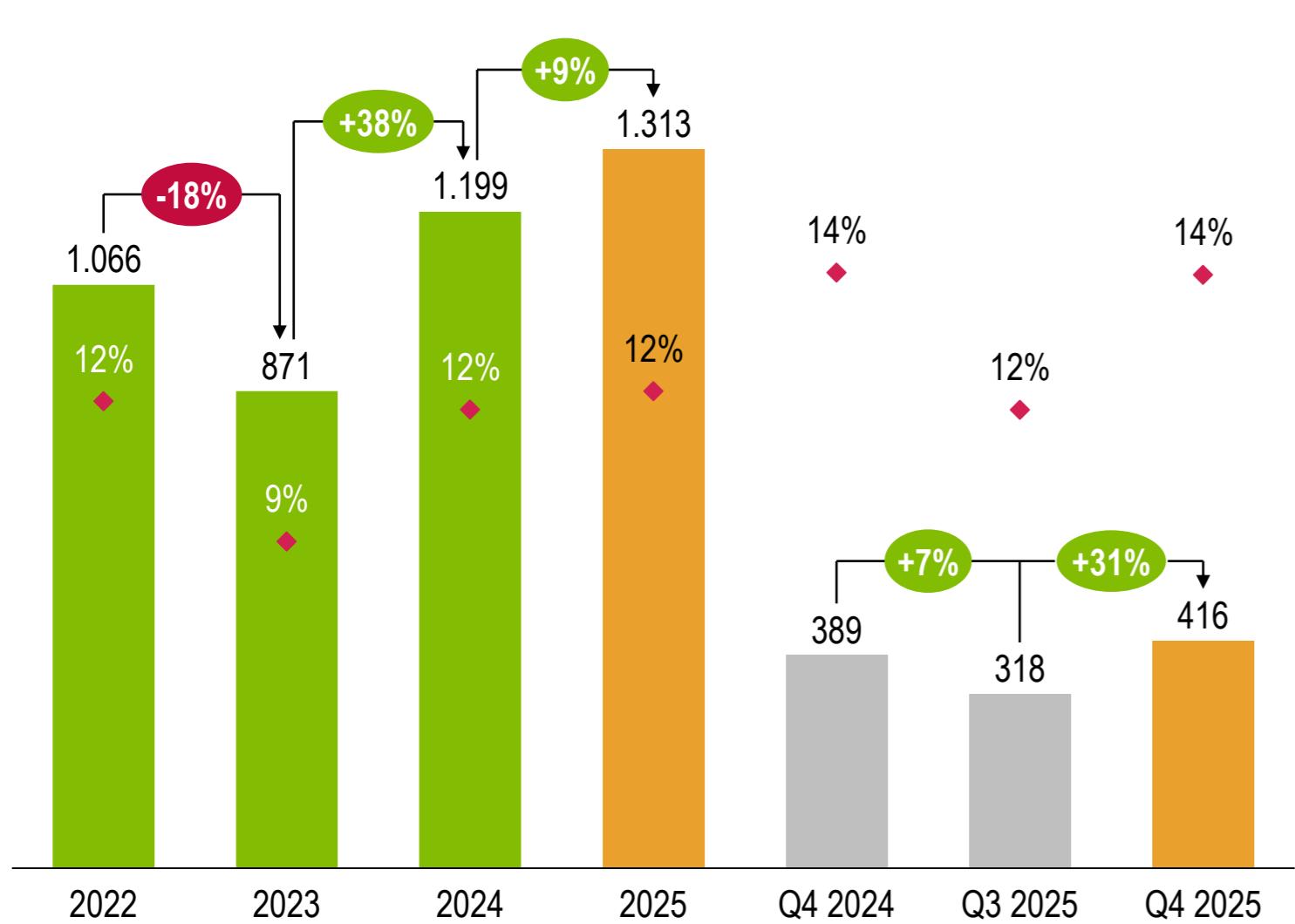
EBITDA [Million SAR] EBITDA MARGIN %



• OpeX inclusive of Bad Debts Provision

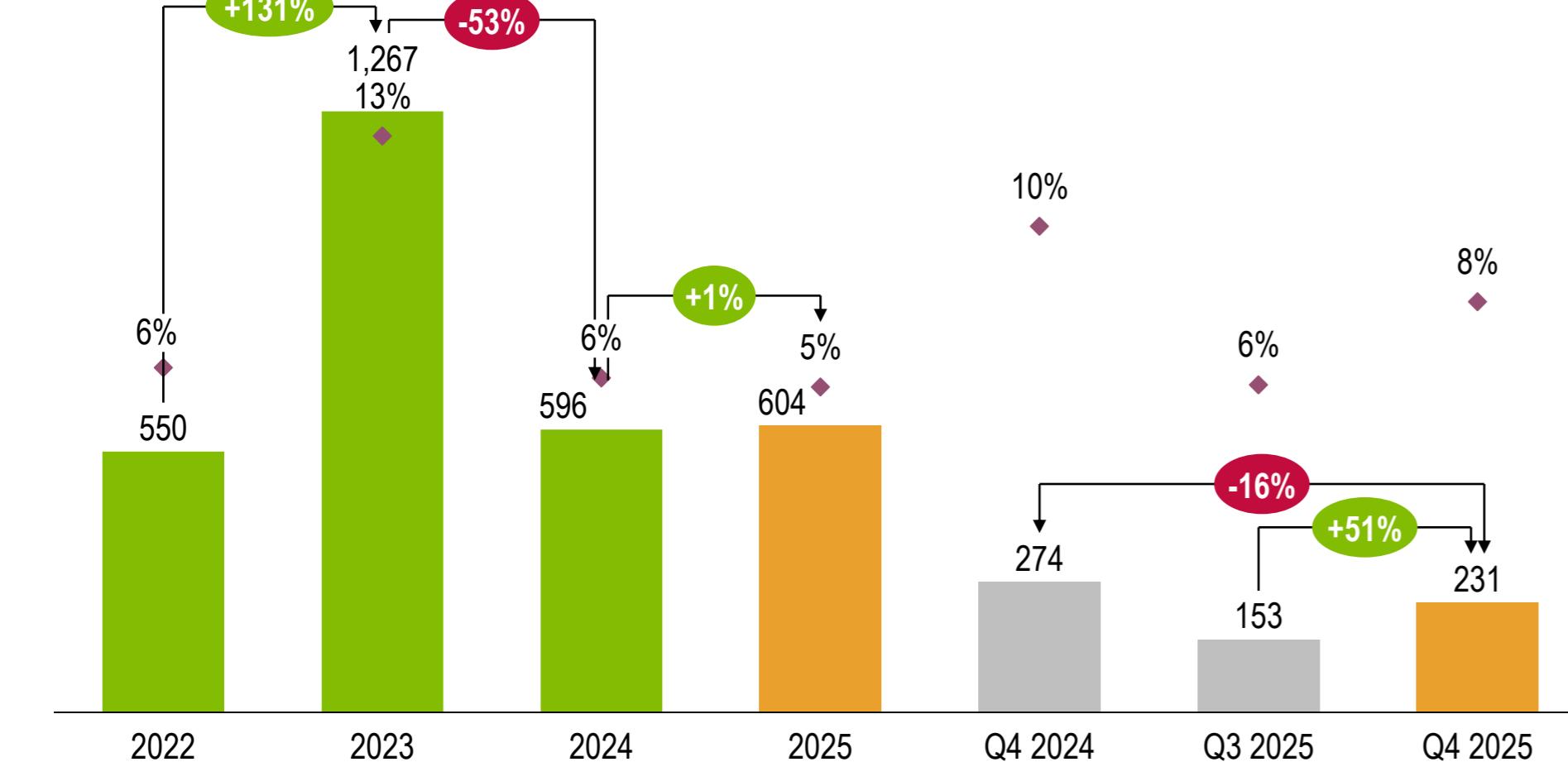
Financial Highlights

OPERATIONAL INCOME [Million SAR]



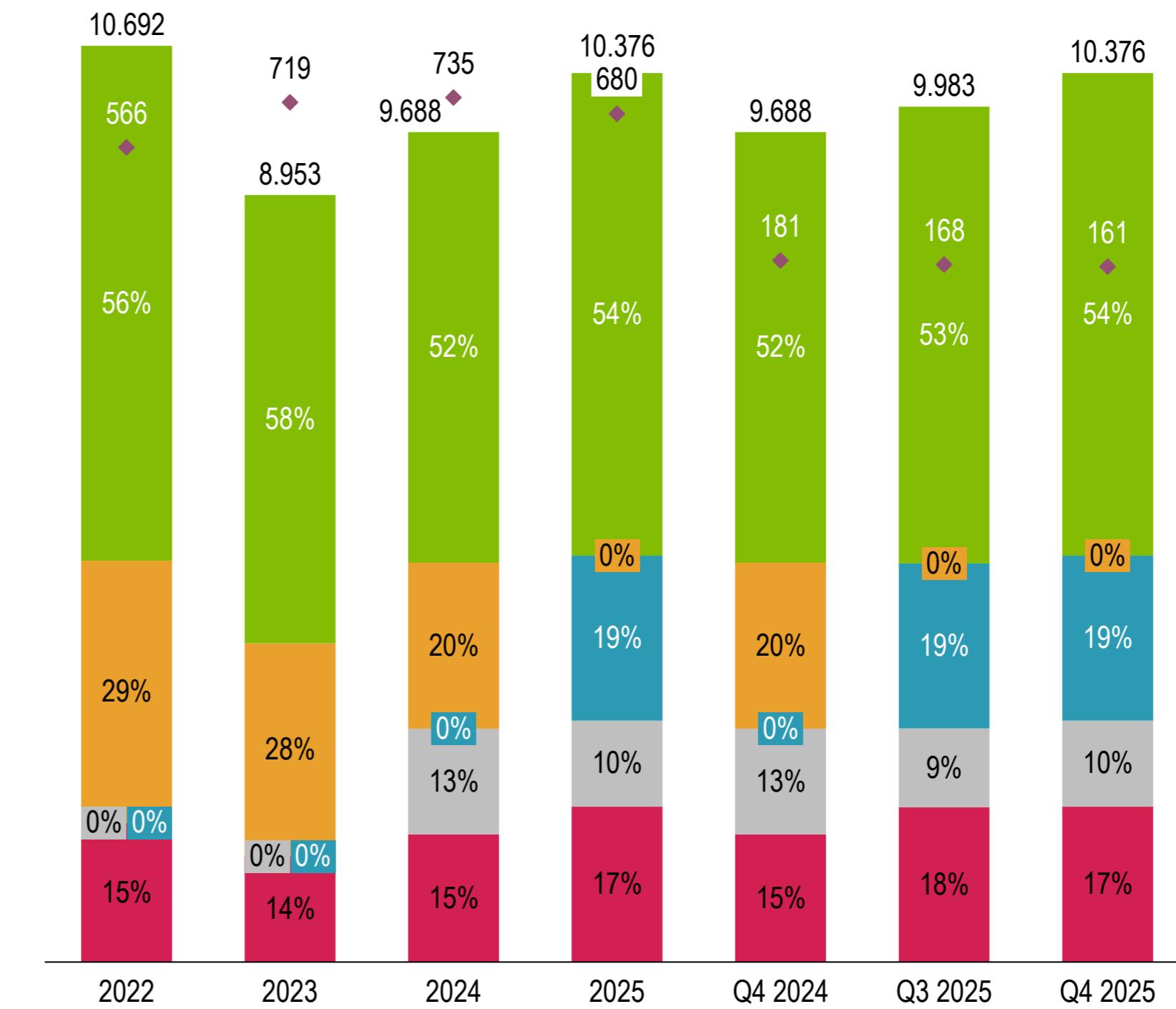
NET PROFIT [Million SAR]

PROFIT MARGIN %



◆ Profit Margin

Debts [Million SAR] Financing cost [Million SAR]



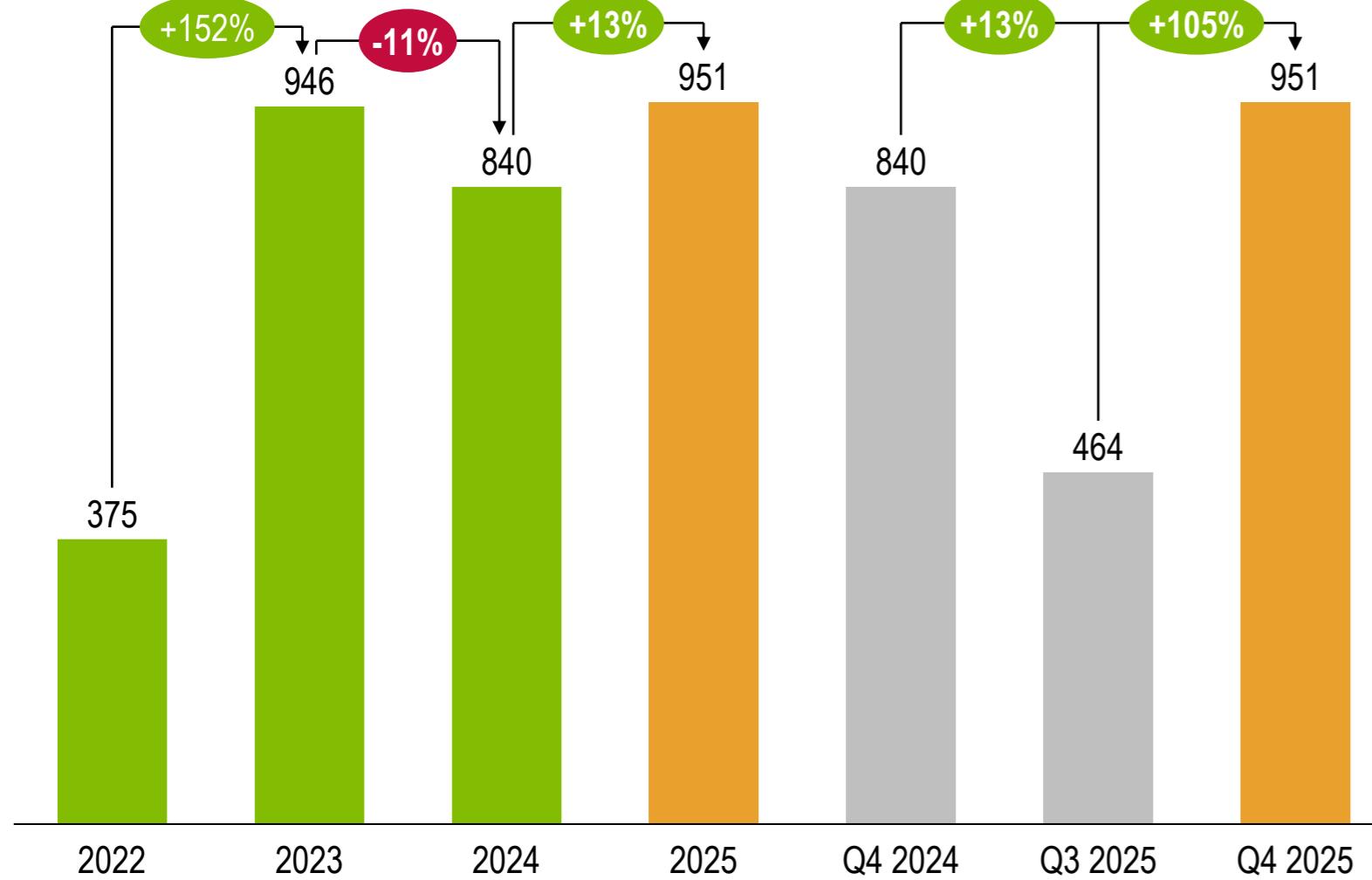
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Financial Highlights

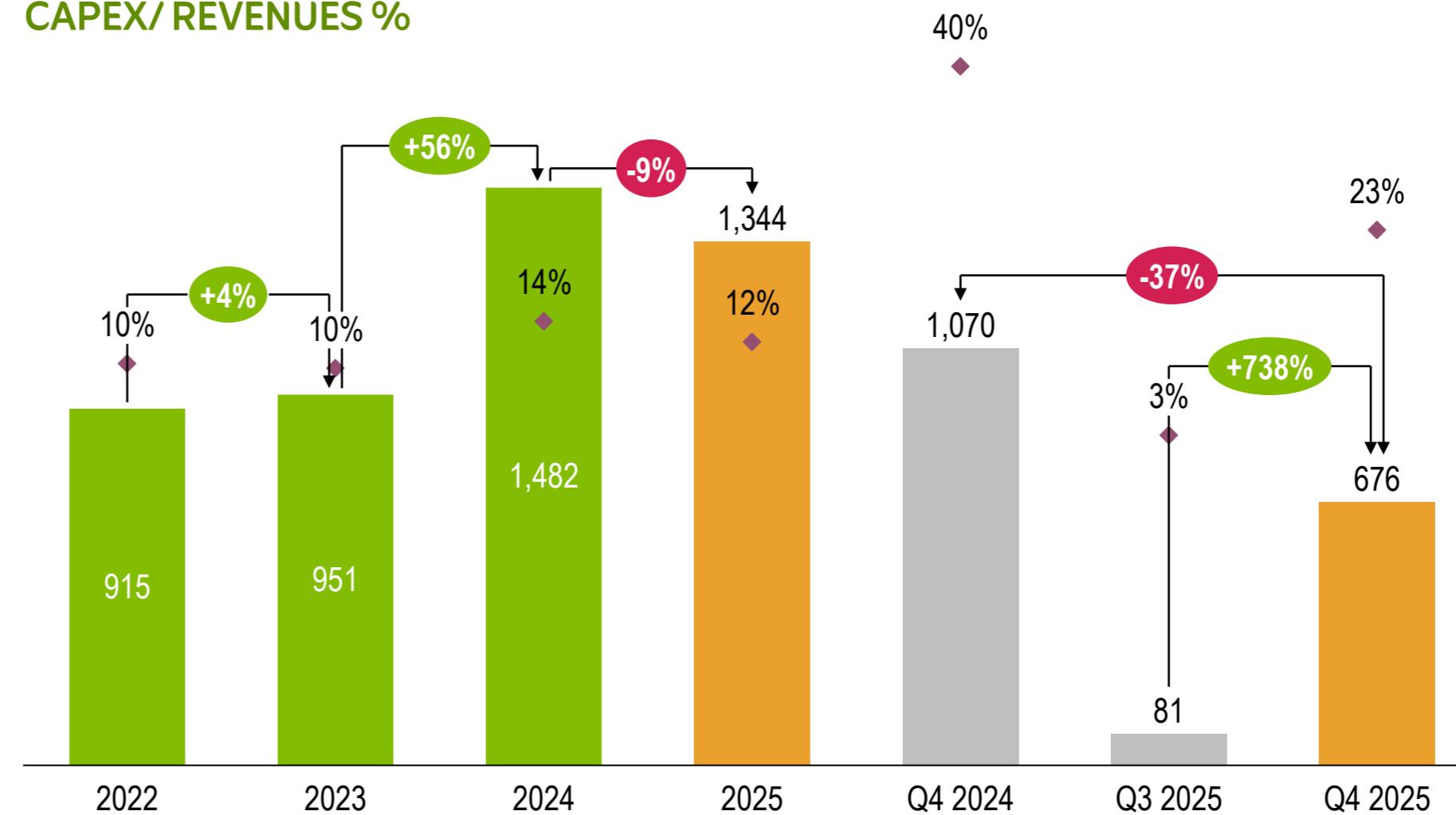
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CASH BALANCE [Million SAR]



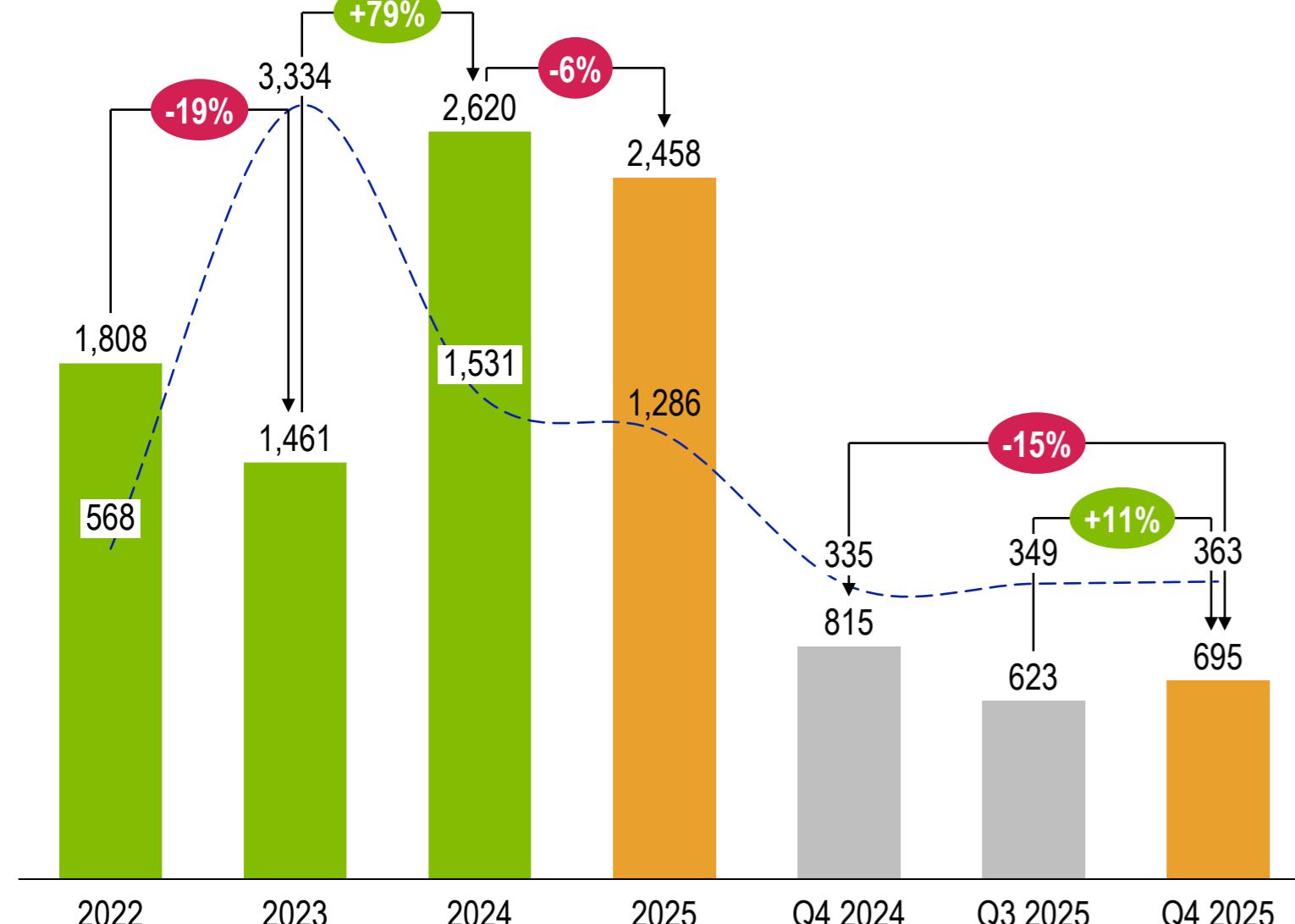
CAPEX [Million SAR]

CAPEX/ REVENUES %



EBITDA – PAID CAPEX [Million SAR]

FREE CASH FLOW (FCF)



EBITDA-PAID CAPEX

FCF



Company Debt



Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR	Maturity
Murabaha Facility Arrangement (MFA)	Consortium of Six Banks	5,633	30 Sept 2030
New (MFA)	Al-Rajhi Bank	1,926	17 Feb 2030
CAPEX Facility	Al-Rajhi Bank	1,003	23 May 2034
Total		8,562	

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

	2025	2024	2023	2022	2021	2020	2019	2018
Net Debt *	7,611	7,359	6,842	8,777	9,009	9,088	14,227	14,218
Equity	10,876	10,707	10,591	9,802	9,042	8,729	4,103	4,012
EBITDA	3,473	3,323	2,978	3,155	3,128	3,441	3,823	3,009
Debt/(Debt +Equity)	44%	43%	42%	48%	51%	54%	79%	80%
Net Debt/EBITDA	2.19	2.21	2.30	2.78	2.88	2.64	3.72	4.72
Debt/(Debt + LL +Equity)**	49%	48%	46%	52%	55%	57%	80%	80%
Net Debt/EBITDA **	2.71	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 onward

** 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



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Investor Relations app



Download on the
App Store

GET IT ON
Google Play

Investor Relations

The screenshot shows the Zain KSA Investor Relations mobile application interface. At the top, it displays the Zain logo, the date (17/08/2023), and the time (12:38 (AST)). The current share price is 12.84 SAR, and the volume is 1,173,481. Below this, there is a section for the 'Investor Relations Application' with a sub-section for 'Share Statistics'. This section includes a 'SHARE GRAPH' button, a table of share statistics, and a performance timeline selector. The table data is as follows:

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

At the bottom of the screenshot, there is a URL: <https://sa.zain.com/en/investors/share-statistics>

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



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Thank You

