

Welcome to Zain KSA

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.



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



Atif Al Siyabi



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 Overview



Financial Results



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

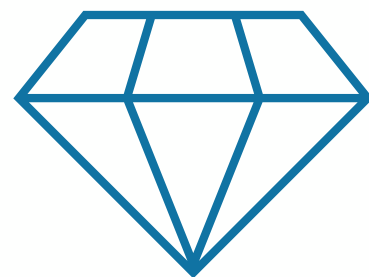
Tamam today



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



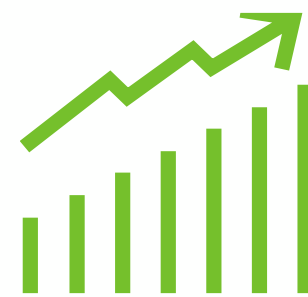
Advanced Analytics
Enhanced analytics for eligibility assessment, segmentation, and portfolio monitoring



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



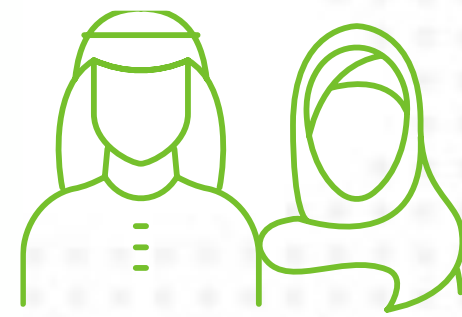
Technology Delivery
Continuous platform upgrades improving reliability, experience, and efficiency



*Islamic financing receivables including due interest



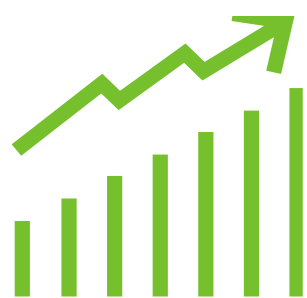
8.1 Million
Costumers.



1,360 Zainers
Woman: 22 %
Local: 89%



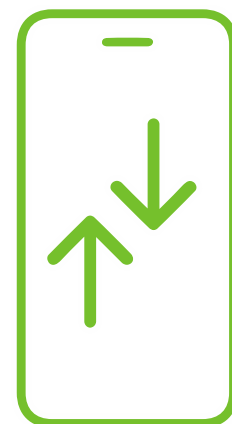
234 Shops
6,889 POS



46% Data Revenue
(Excluding SMS & VAS)



64 SAR
Blended ARPU

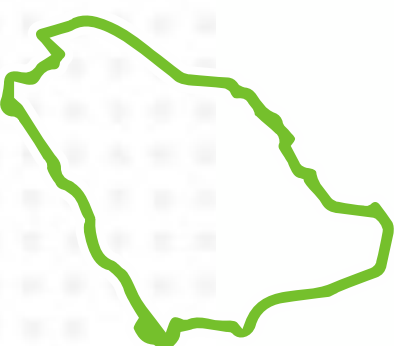


26,176 TB/Day
Average daily data traffic



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

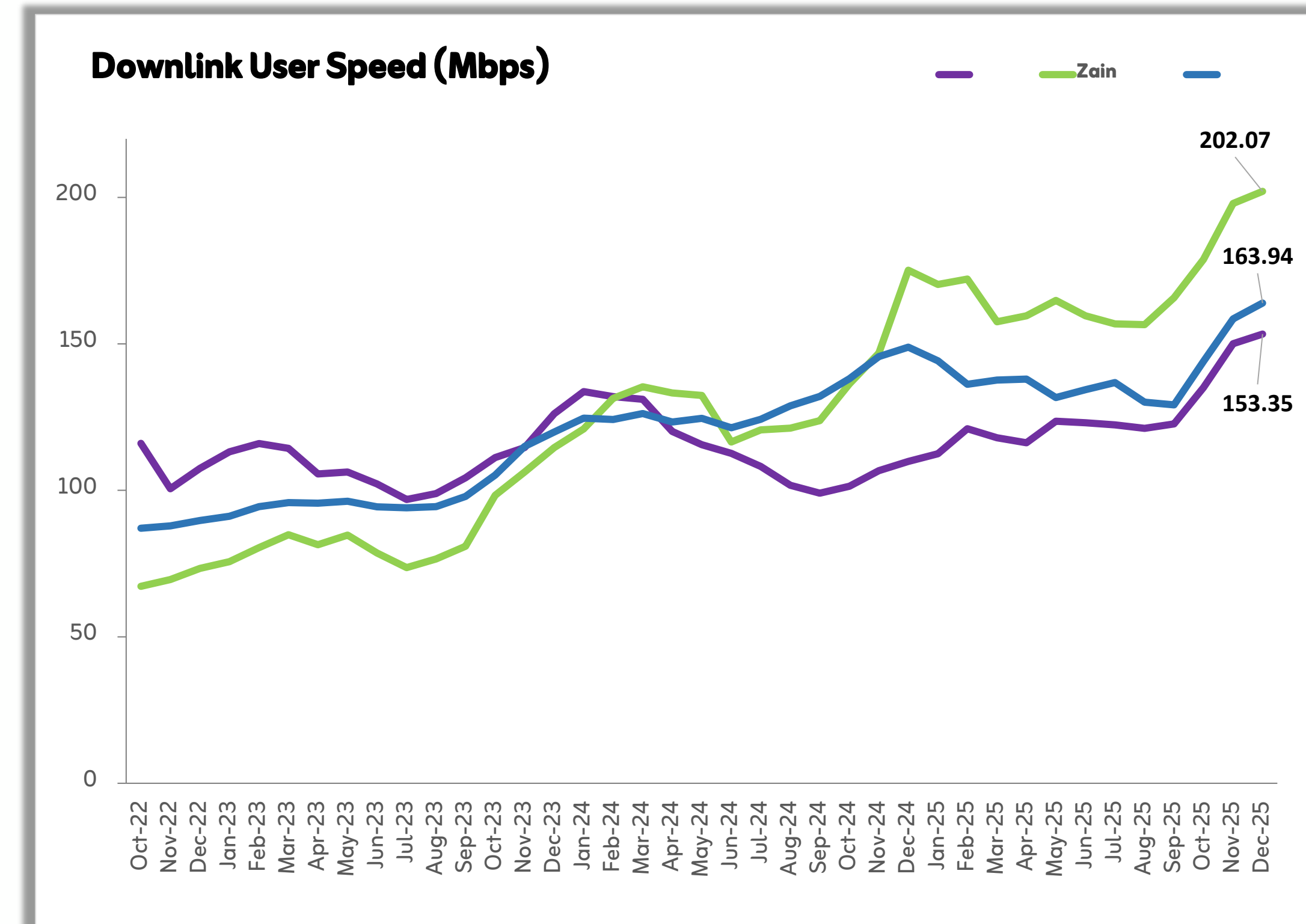
*3G Population coverage is reduced due to the shutdown of 3G sites in Riyadh and Jeddah cities.

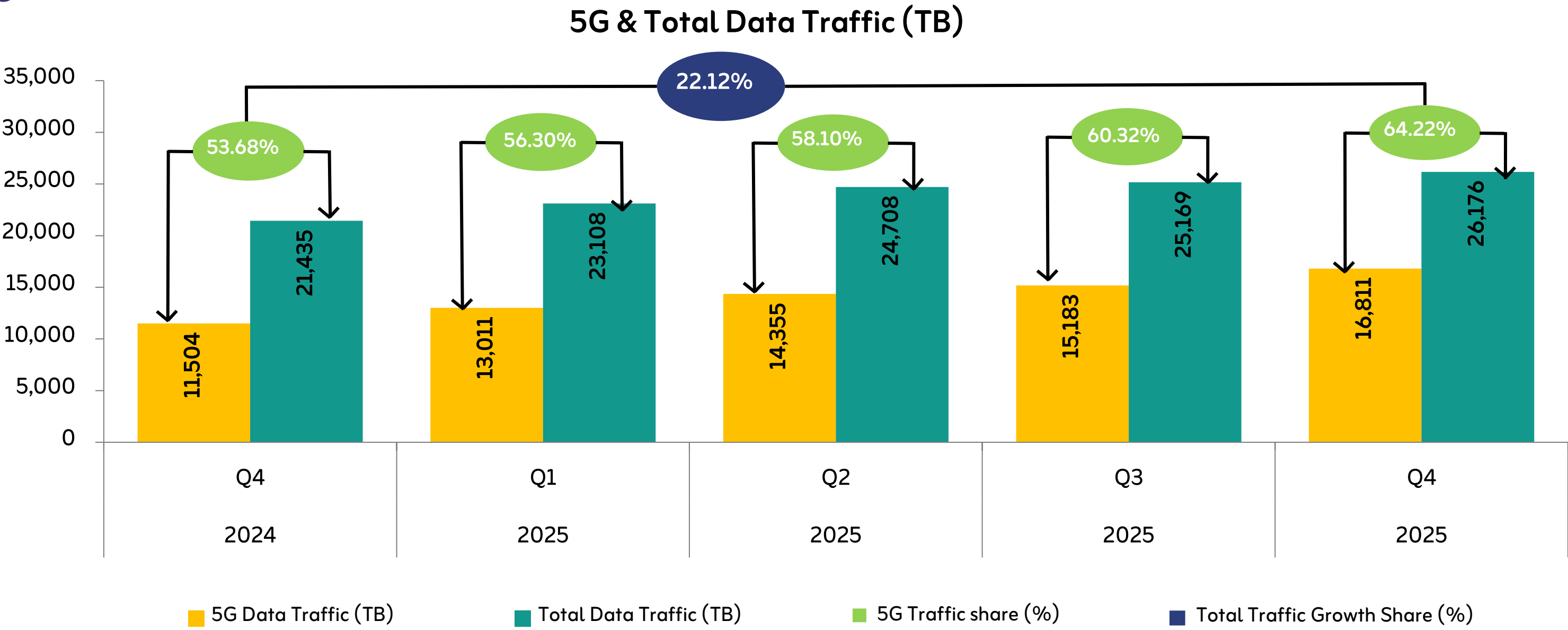
NETWORK ACHIEVEMENT IN Q4-2025



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

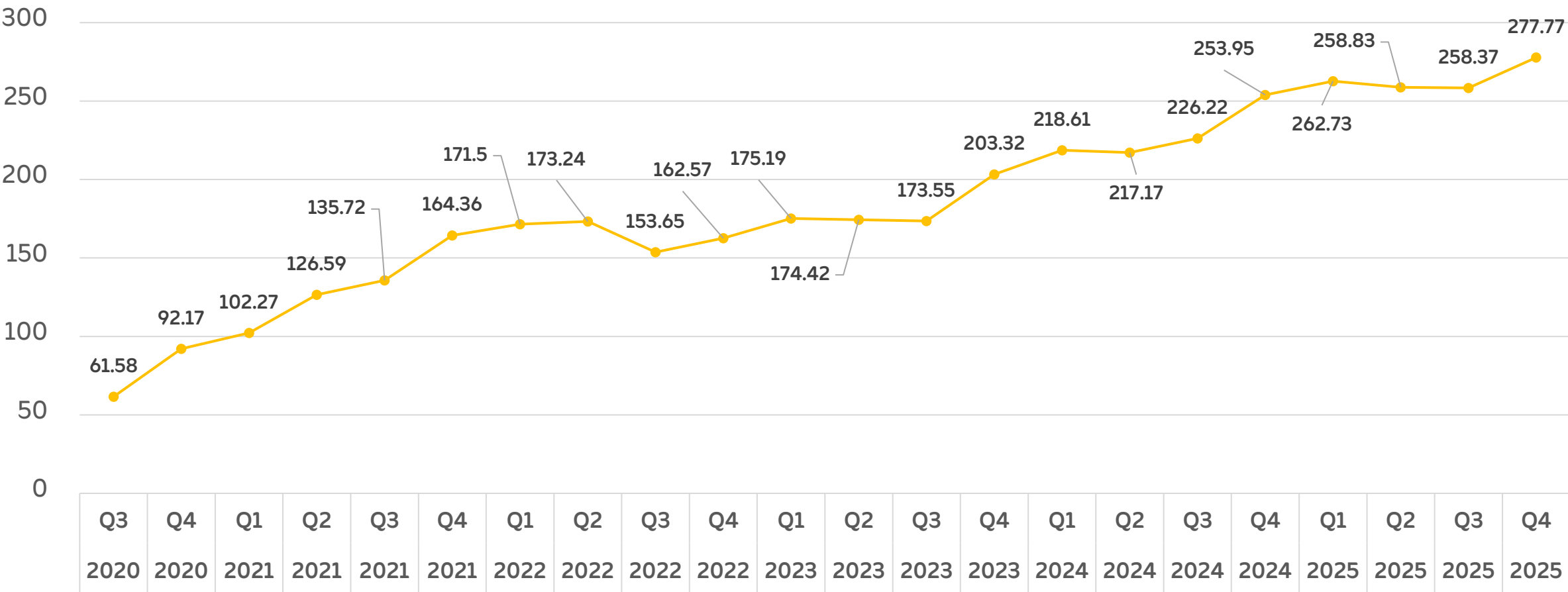
- **+12%** Year-over-year overall increase in attached data subscribers to Zain Network with a remarkable growth of **+46%** in 5G Subscribers





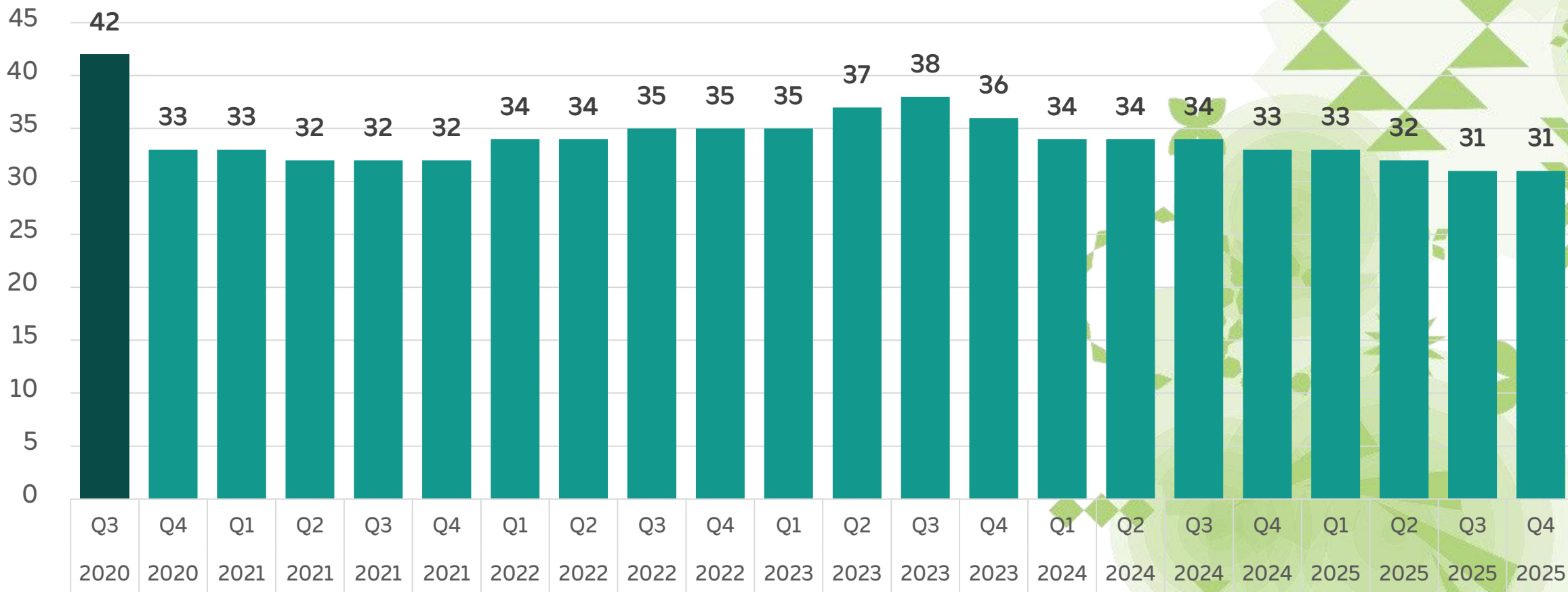
Data Throughput

*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



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



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



- 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



MoU with Social Development Bank



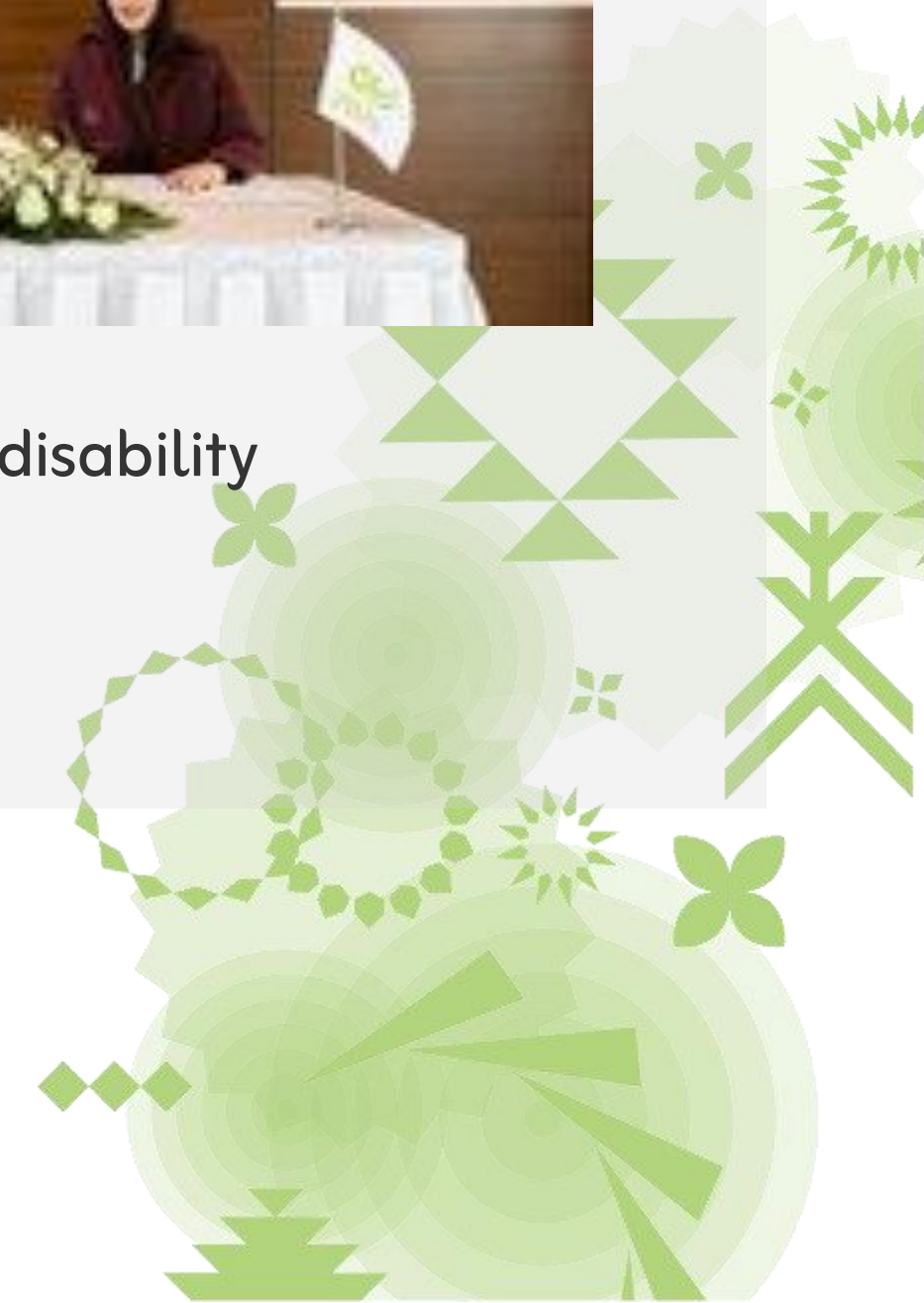
Ithra VolunteerHacathon



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



Digital Certification Licenses with Digital signature



National Council for Occupational Safety and Health



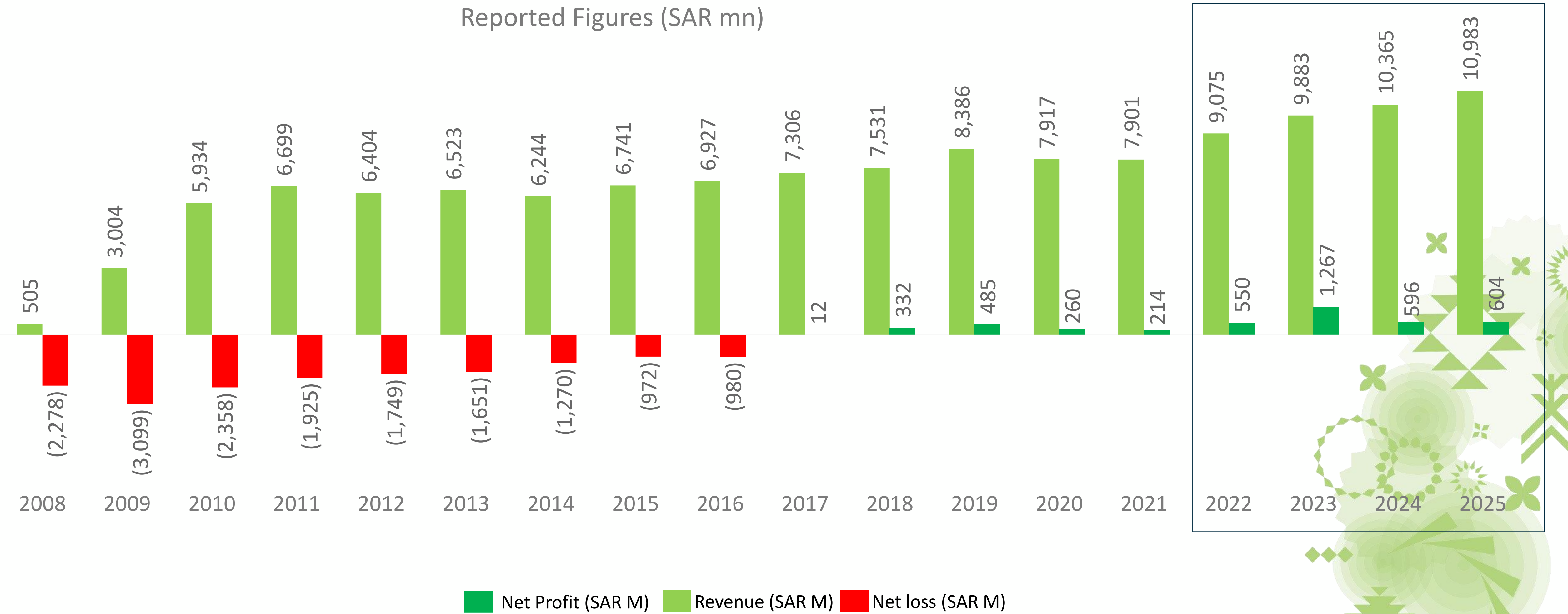
Upgrades Score in Global Climate Change Disclosure to 'A' Advancing Climate Governance Toward Carbon Neutrality

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Mehdi Khalfaoui
CFO

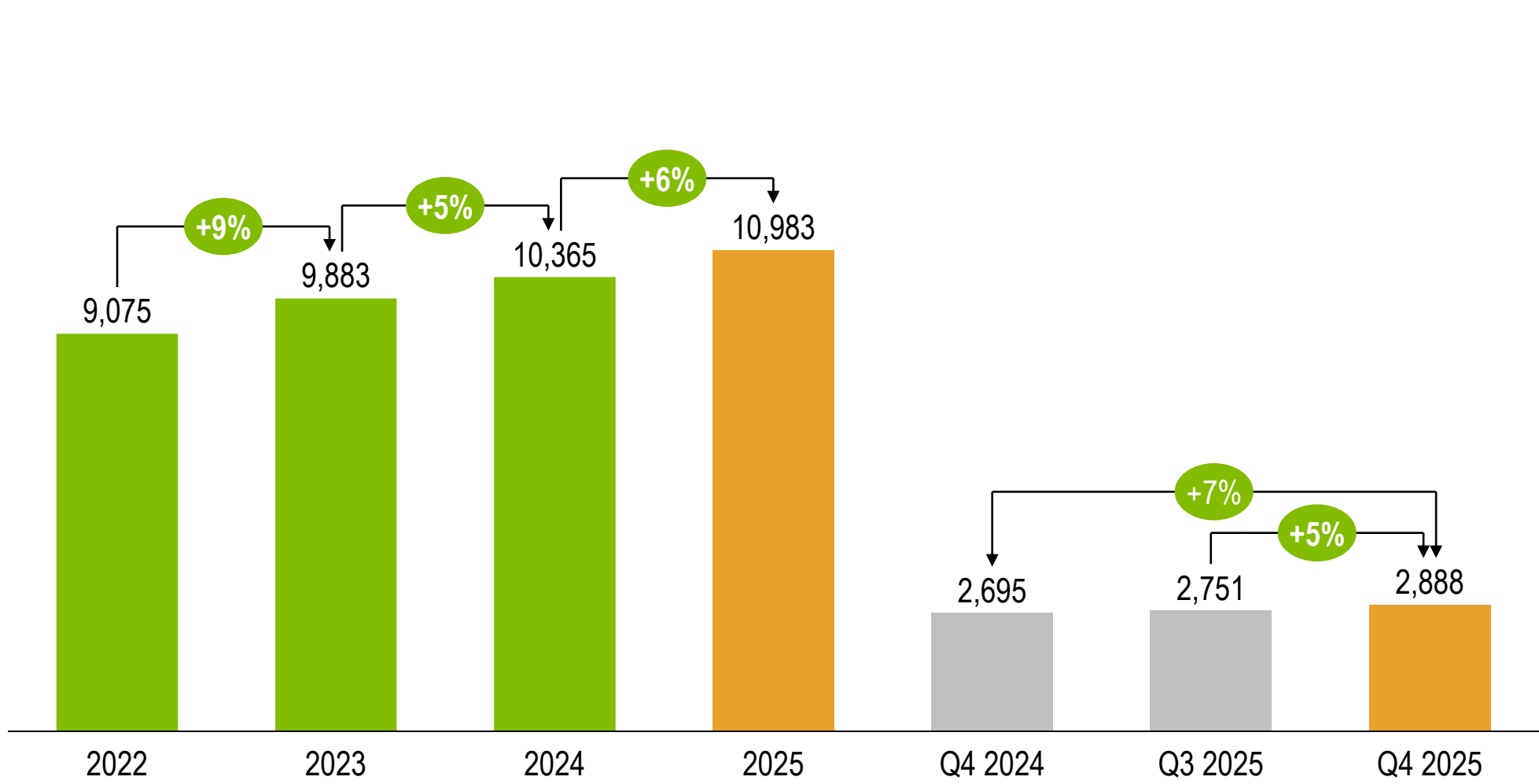
HISTORICAL PERFORMANCE



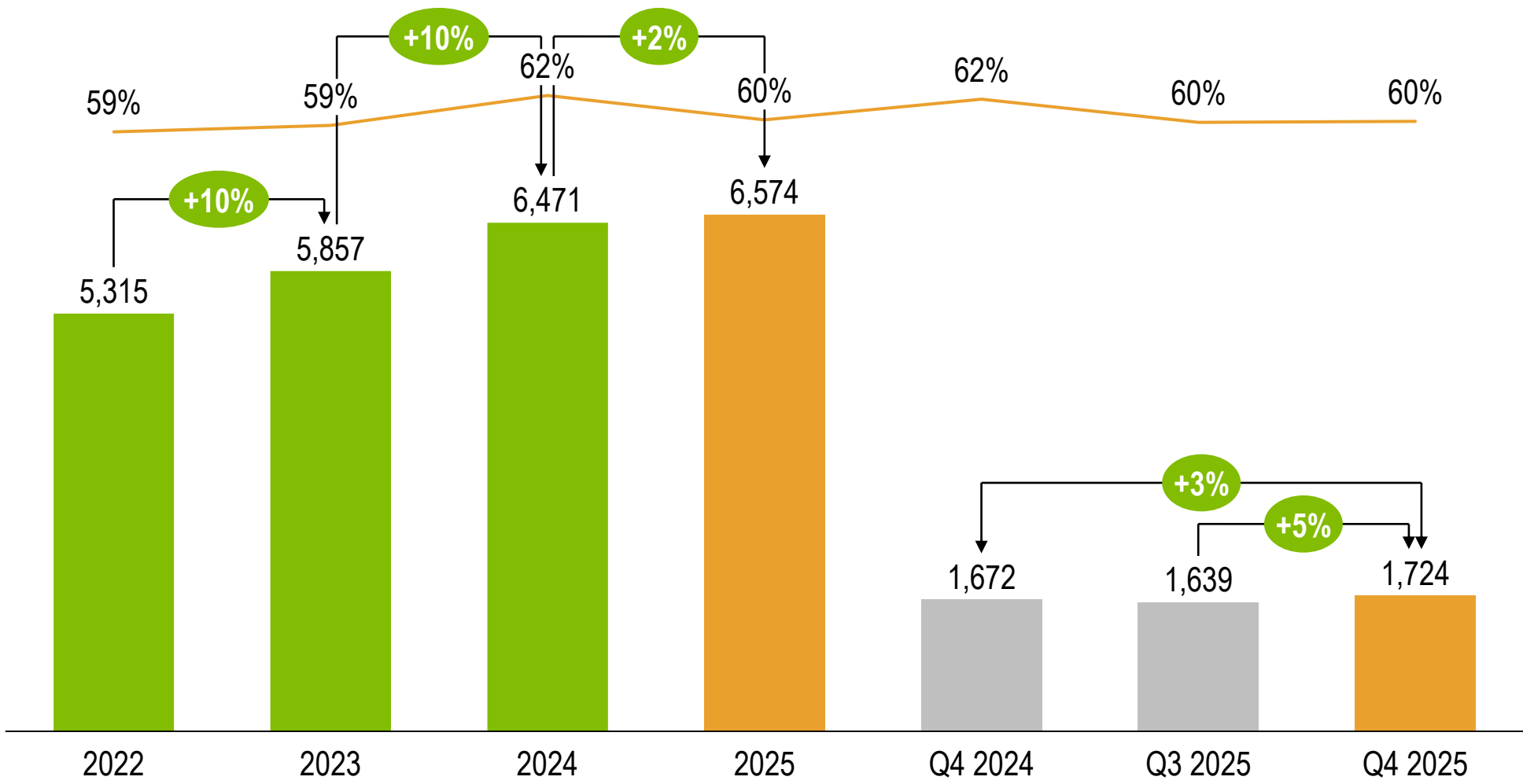
Financial Highlights



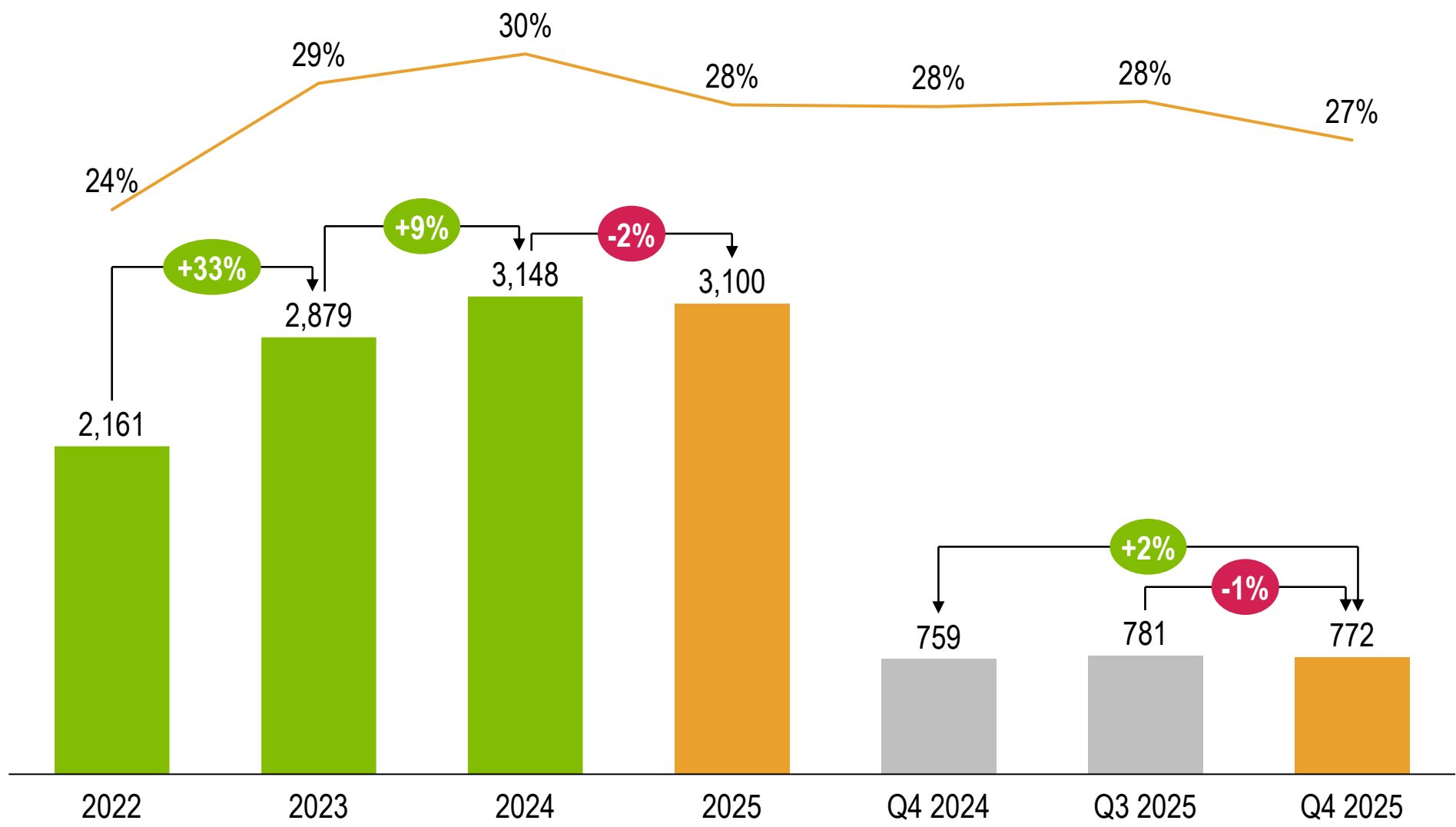
REVENUE [Million SAR]



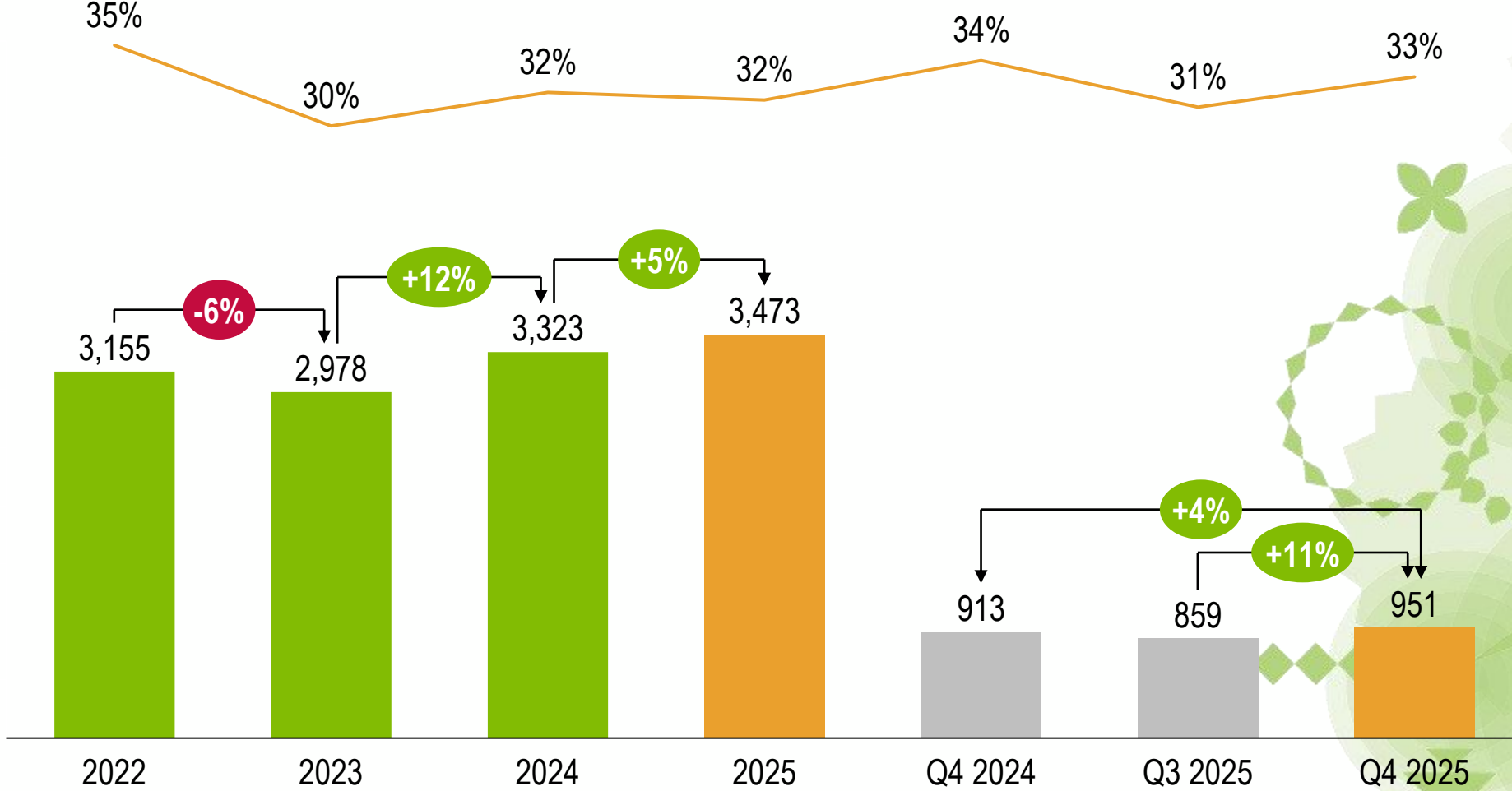
GROSS PROFIT [Million SAR]
GROSS MARGIN %



OPEX [Million SAR], OPEX %



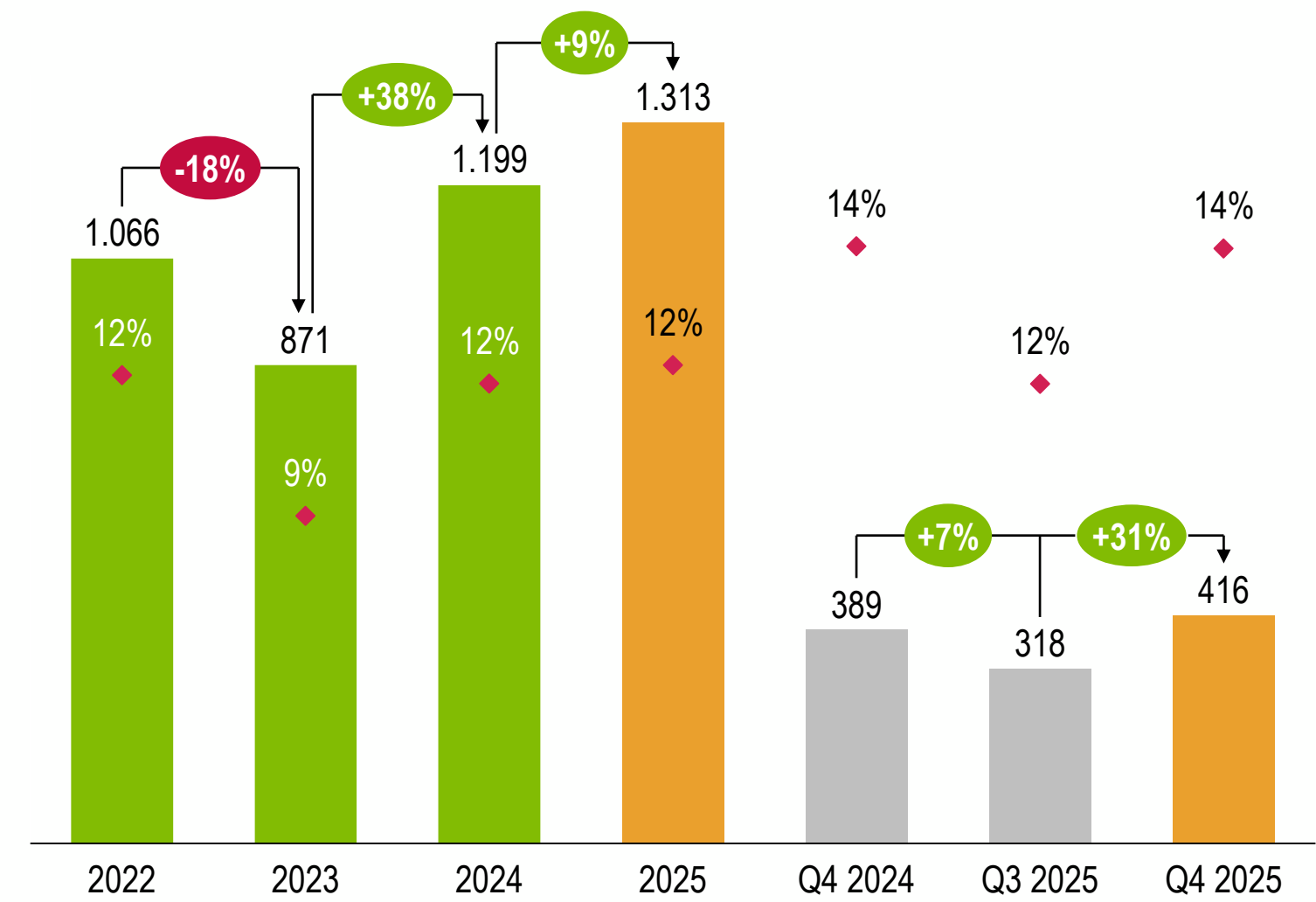
EBITDA [Million SAR]
EBITDA MARGIN %



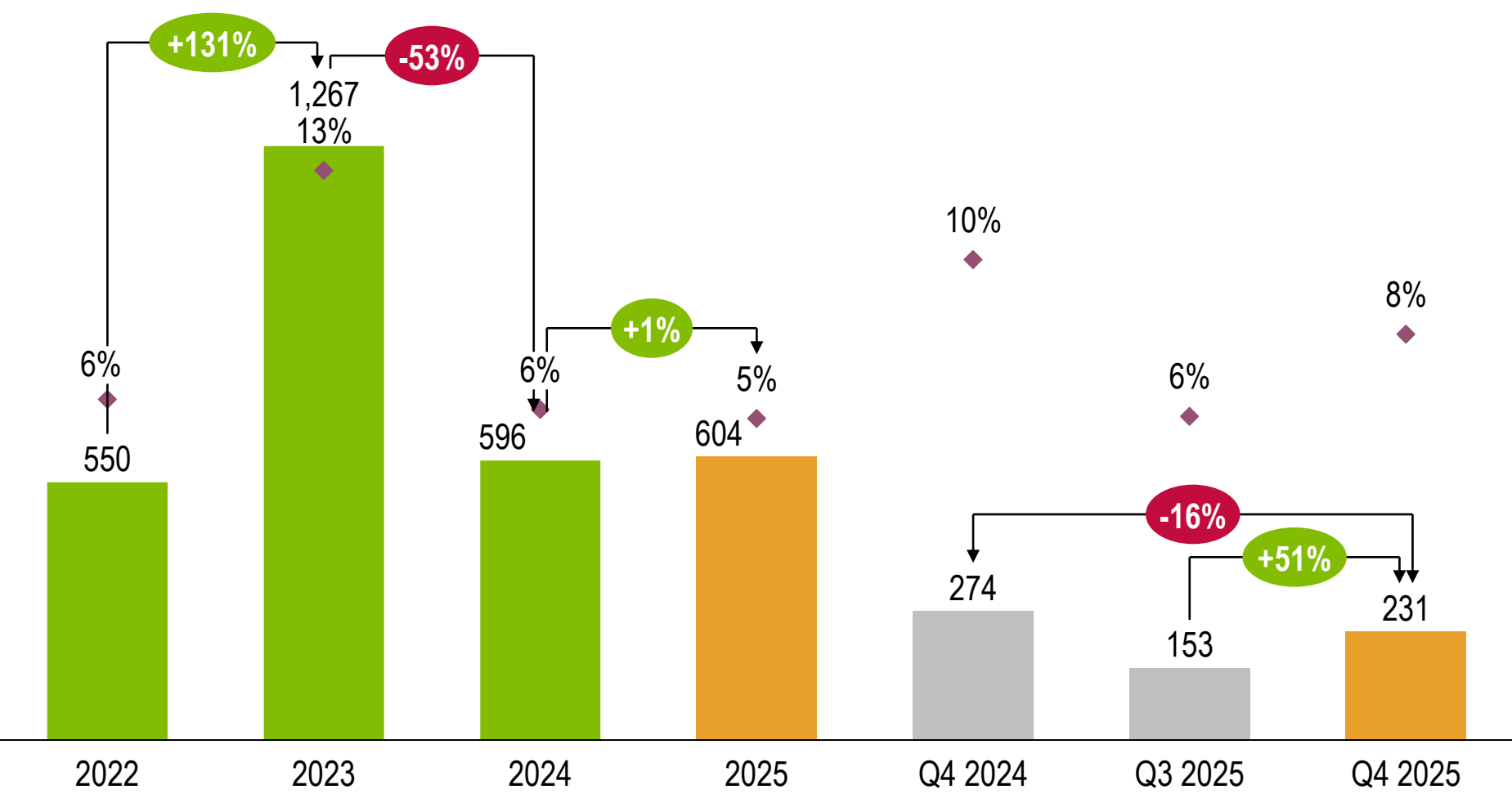
• Opex inclusive of Bad Debts Provision

Financial Highlights

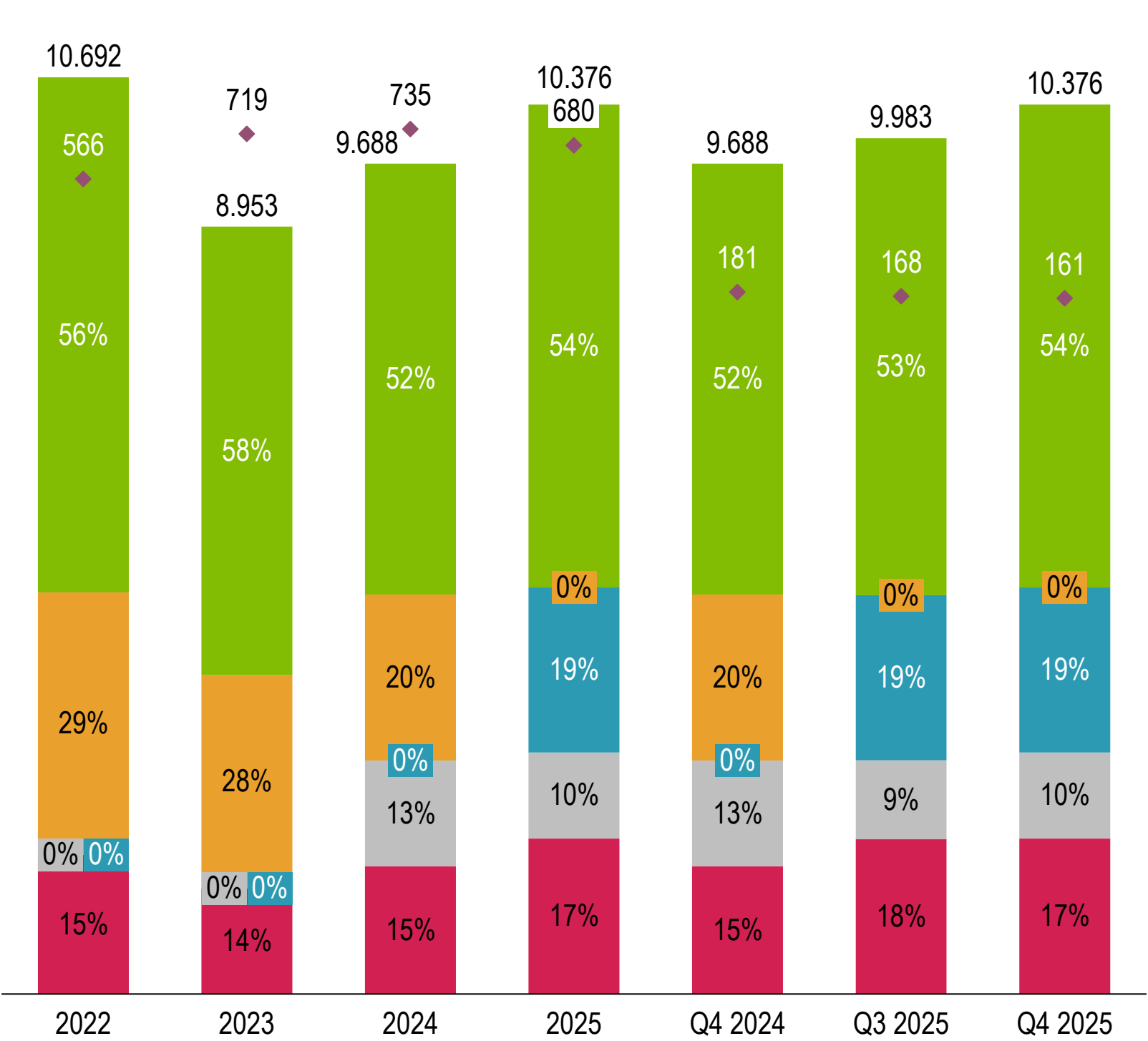
OPERATIONAL INCOME [Million SAR]



NET PROFIT [Million SAR]
PROFIT MARGIN %



Debts [Million SAR]
Financing cost [Million SAR]



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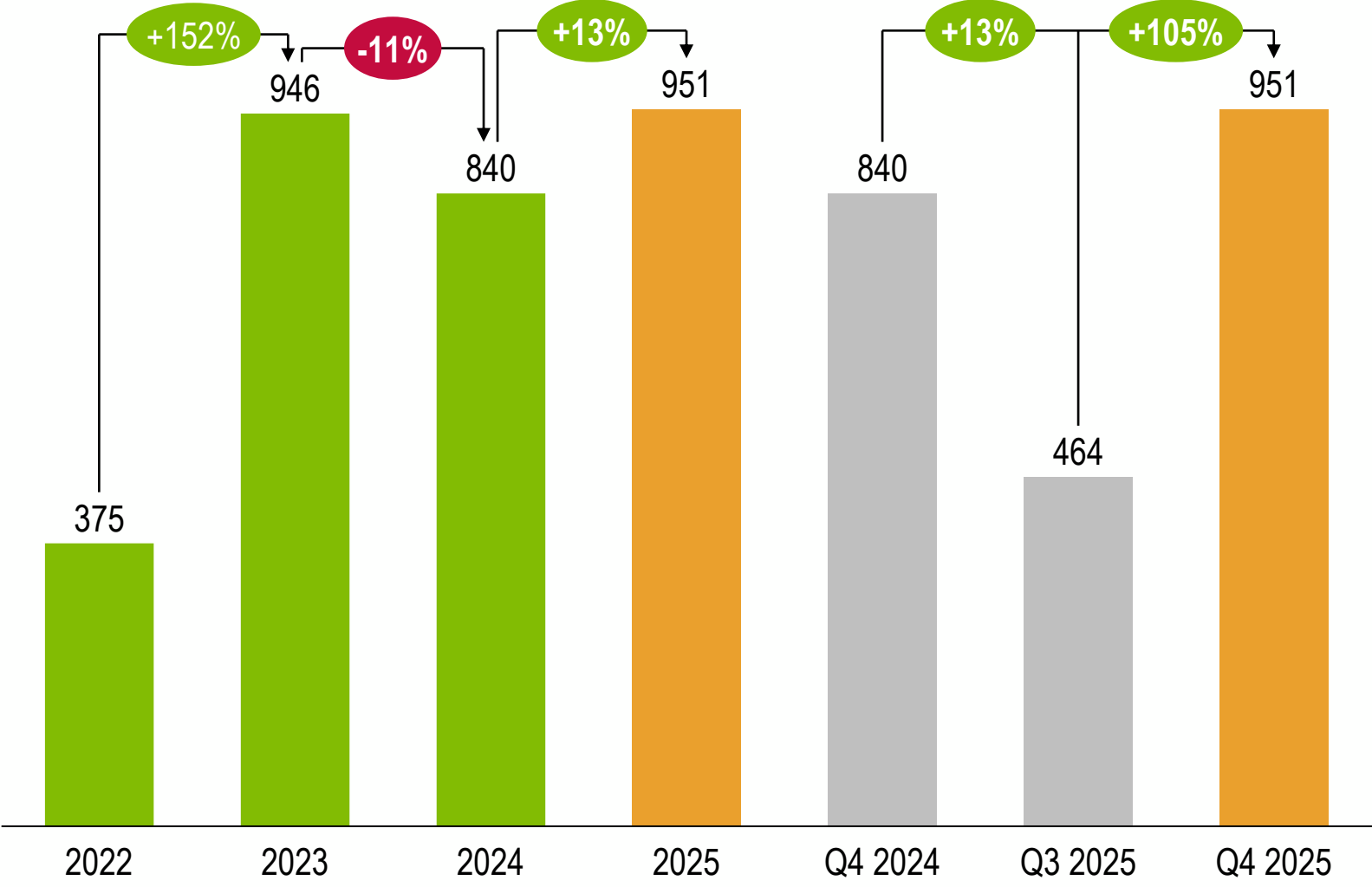
- ◆ Financing Cost
- Borrowings (MFAs)
- MOF Loan
- ARB New LT Loan
- Other Loans (ARB)
- LL

◆ Profit Margin

Financial Highlights

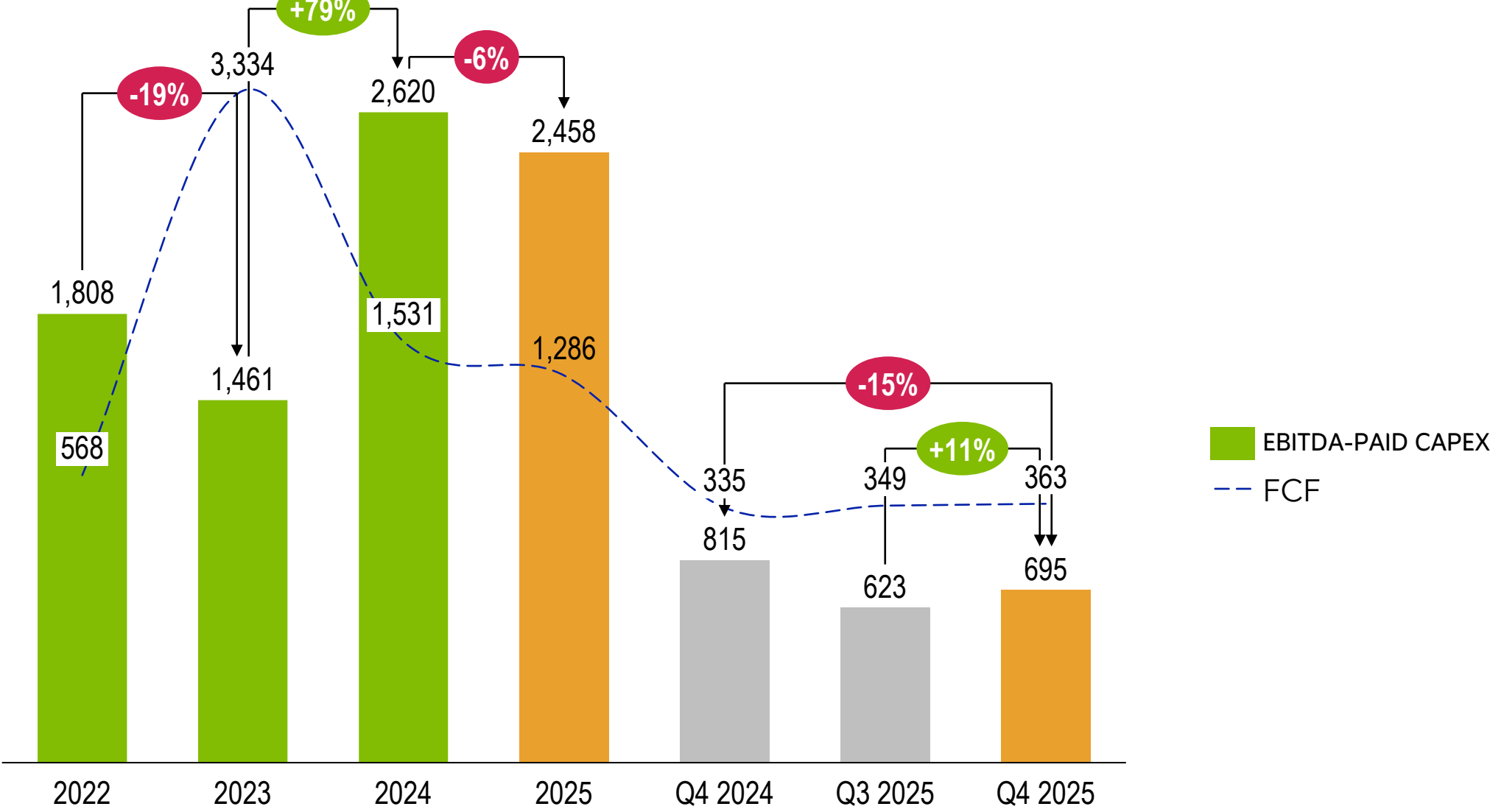


CASH BALANCE [Million SAR]



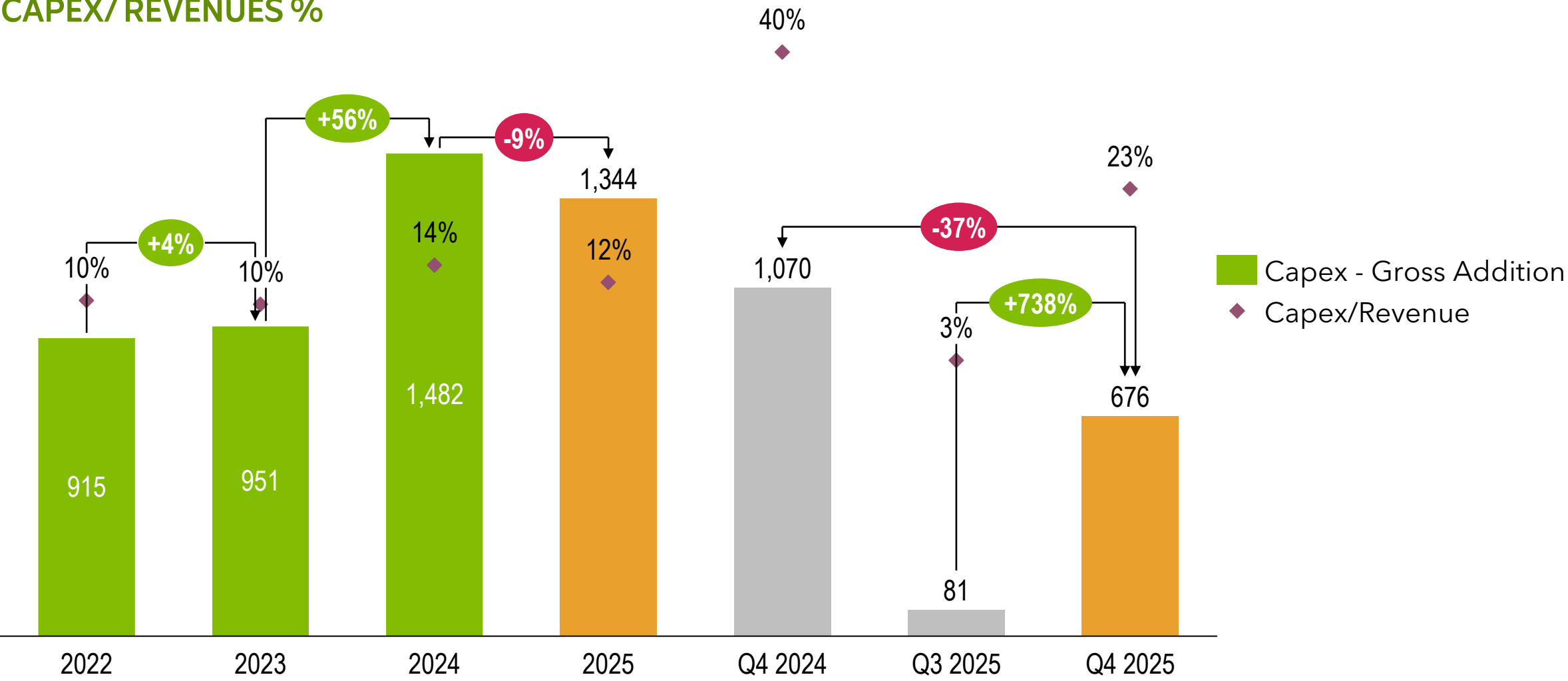
EBITDA – PAID CAPEX [Million SAR]

FREE CASH FLOW (FCF)



• PAID CAPEX relevant to fixed and intangible assets only

CAPEX [Million SAR]
CAPEX/ REVENUES %



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

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



investor.relations@sa.zain.com

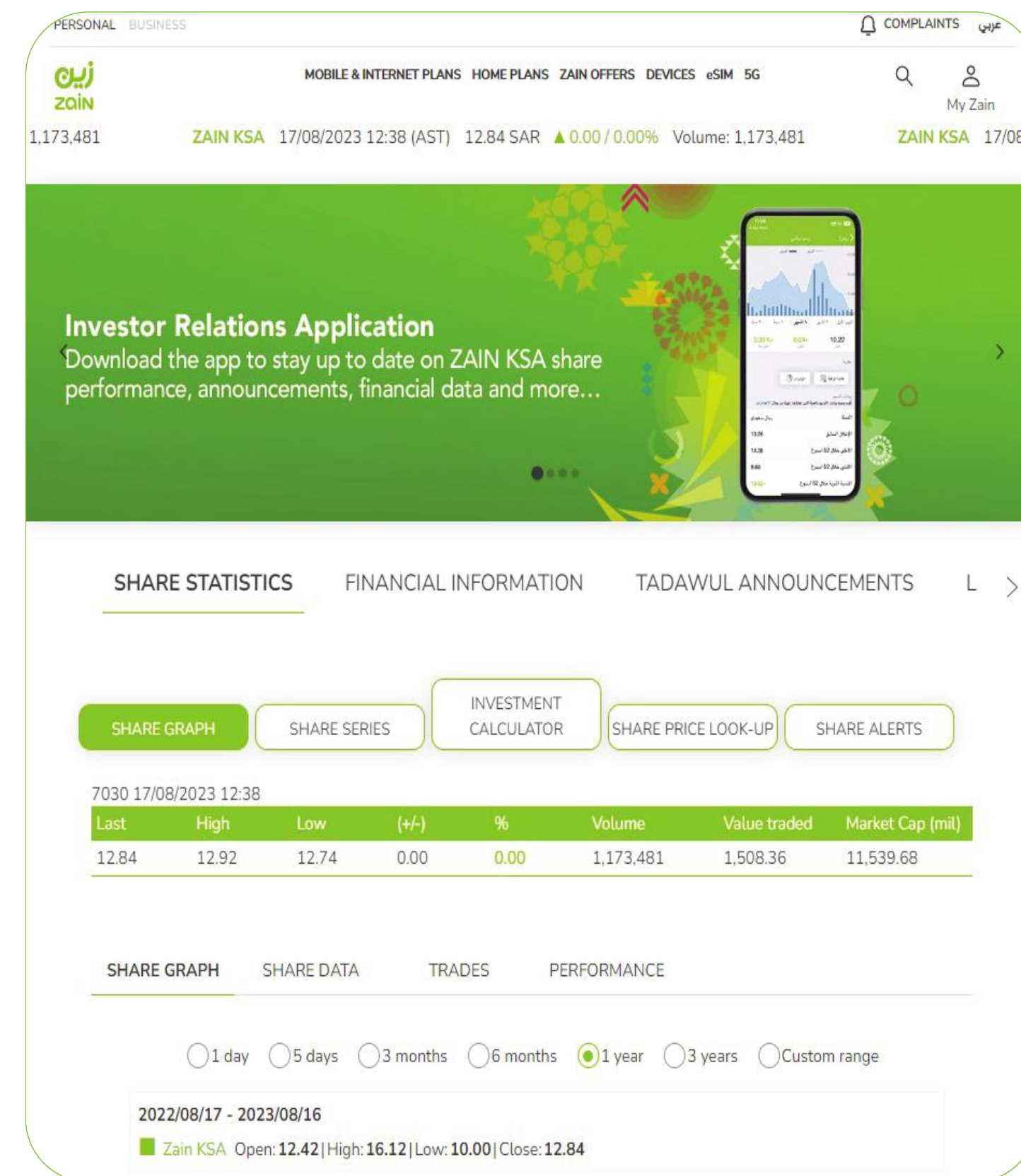


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Thank You

