Welcome to Zain KSA
Q2 2026 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

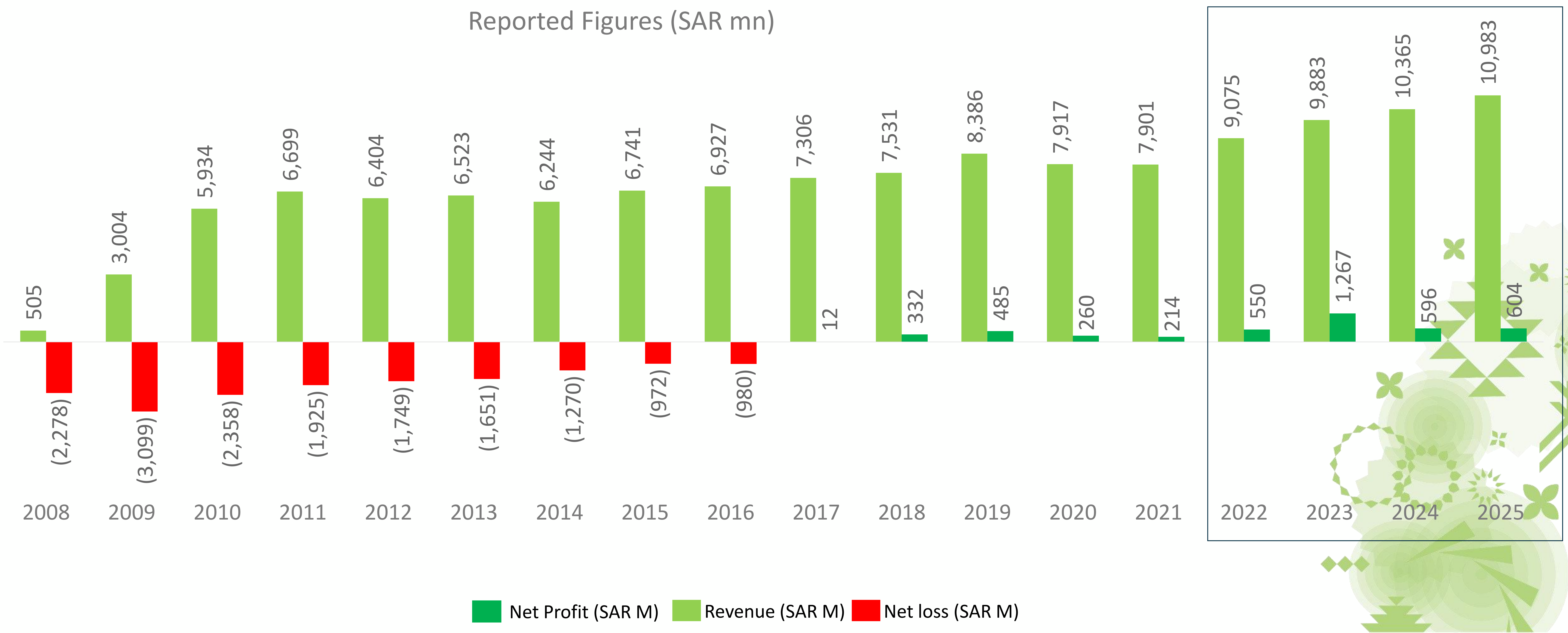
Loluwah Alnowaiser
EVP of Human Resources

Faisal Abdullah AlAssaf
VP of Legal Affairs & Governance

Njoud AlShehri
EVP of Strategy & Innovation

Eman Abdullah AlSaidi
VP of Corporate Communications

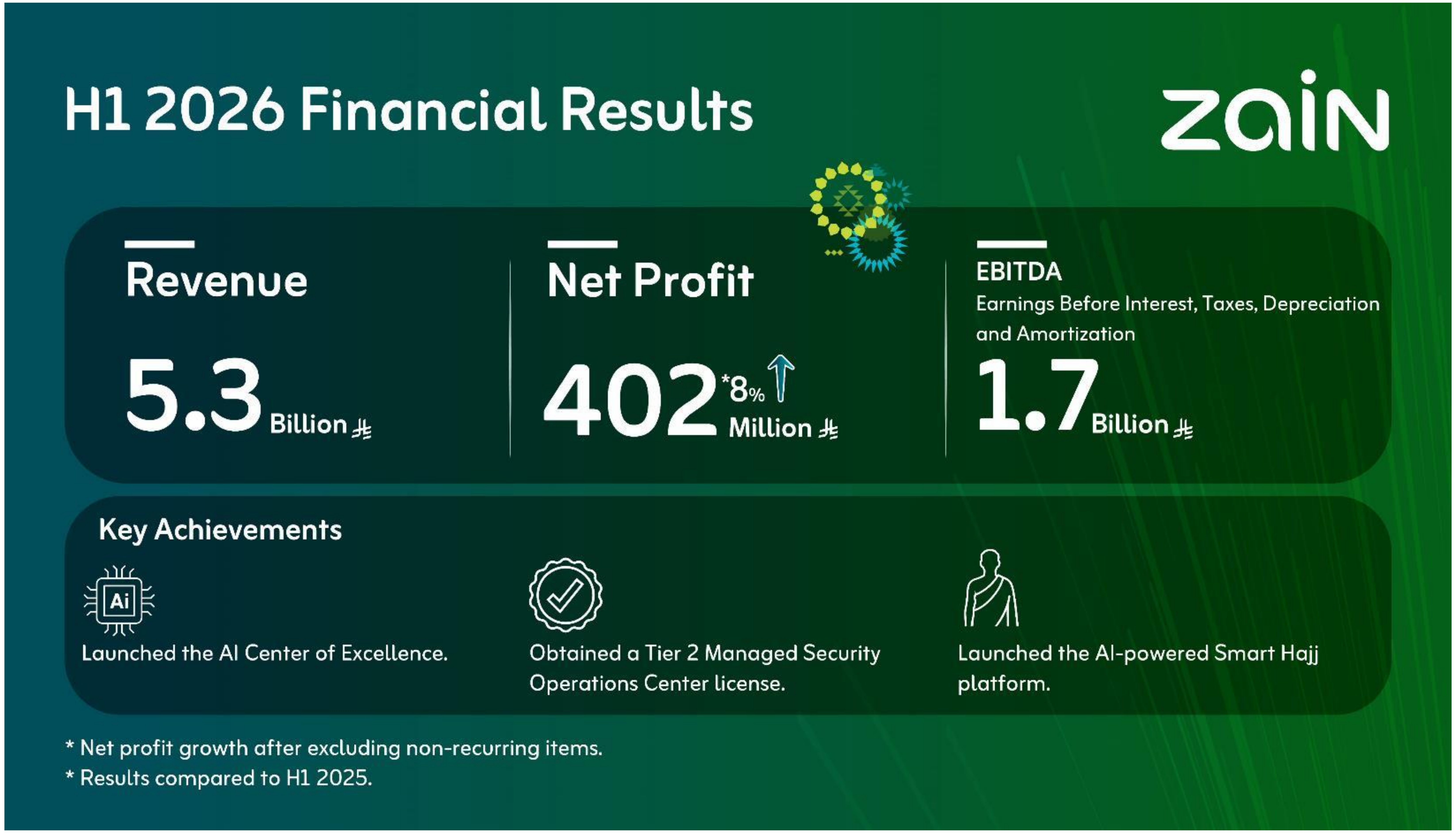
HISTORICAL PERFORMANCE



Eng. Saad bin Abdulrahman AlSadhan
CEO

Financial Overview

zain



Tamam Finance Overview – H1 2026

Tamam Finance, the fintech arm of Zain KSA, delivered a stable but transitional first half of 2026. Revenue held broadly flat year-on-year. tightening underwriting and rebalancing the portfolio toward stronger segments. Collections momentum is building, cash generation remains healthy. The quarter reflects a business positioning its balance sheet for more durable, higher-quality growth through the remainder of 2026.

Key figures

Revenue H1-26
SAR Mn **220**

Revenue growth
Vs. H1-25 **2%**

EBITDA Margin H1-26
40%

EBITDA H1-26
SAR Mn **87.5**

Net Profit Growth
Vs H1-25 **27%**

Net profit H1-26
SAR Mn **72.1**

Active Loan Book* H1-26
SAR Bn **1,039**

Downloads. H1-26
Mn **7.3**

Customers
Active **92,887**

Tamam today

Fully Digital Lending

Leading digital experience — no documents, instant decisions.

Reinforces a structural cost-of-acquisition advantage over traditional lenders.

Credit Discipline

Tighter underwriting and portfolio actions improving asset quality.

Trades near-term profit growth for a materially stronger credit book.

Collections Momentum

Stronger recoveries and repayments supporting cash performance.

Eases provisioning pressure and strengthens liquidity headroom.

Portfolio Rebalancing

Shift to higher-quality segments strengthening portfolio resilience.

Lowers concentration risk ahead of the next scale-up phase.

Data & Platform

Advanced analytics and platform enhancements improving performance and efficiency.

Builds the infrastructure needed for faster, safer growth.

Leadership Transition

New CGO appointment sharpens execution focus for the next growth phase.

Signals continuity of strategy with sharper day-to-day execution.

*Islamic financing receivables including due interest

Zain KSA Today

8.9 Million

Costumers.

1,343 Zainers

Woman: 22 %

Local: 89%

236 Shops

48% Data Revenue

(Excluding SMS & VAS)

61 SAR

Blended ARPU

28,754 TB/Day

Average daily data traffic

99%	66%	94.5%	67.6%
2G	3G*	4G	5G

Population coverage

11,446 Total number of sites

564 Cities covered by 3G

479 Cities covered by 4G

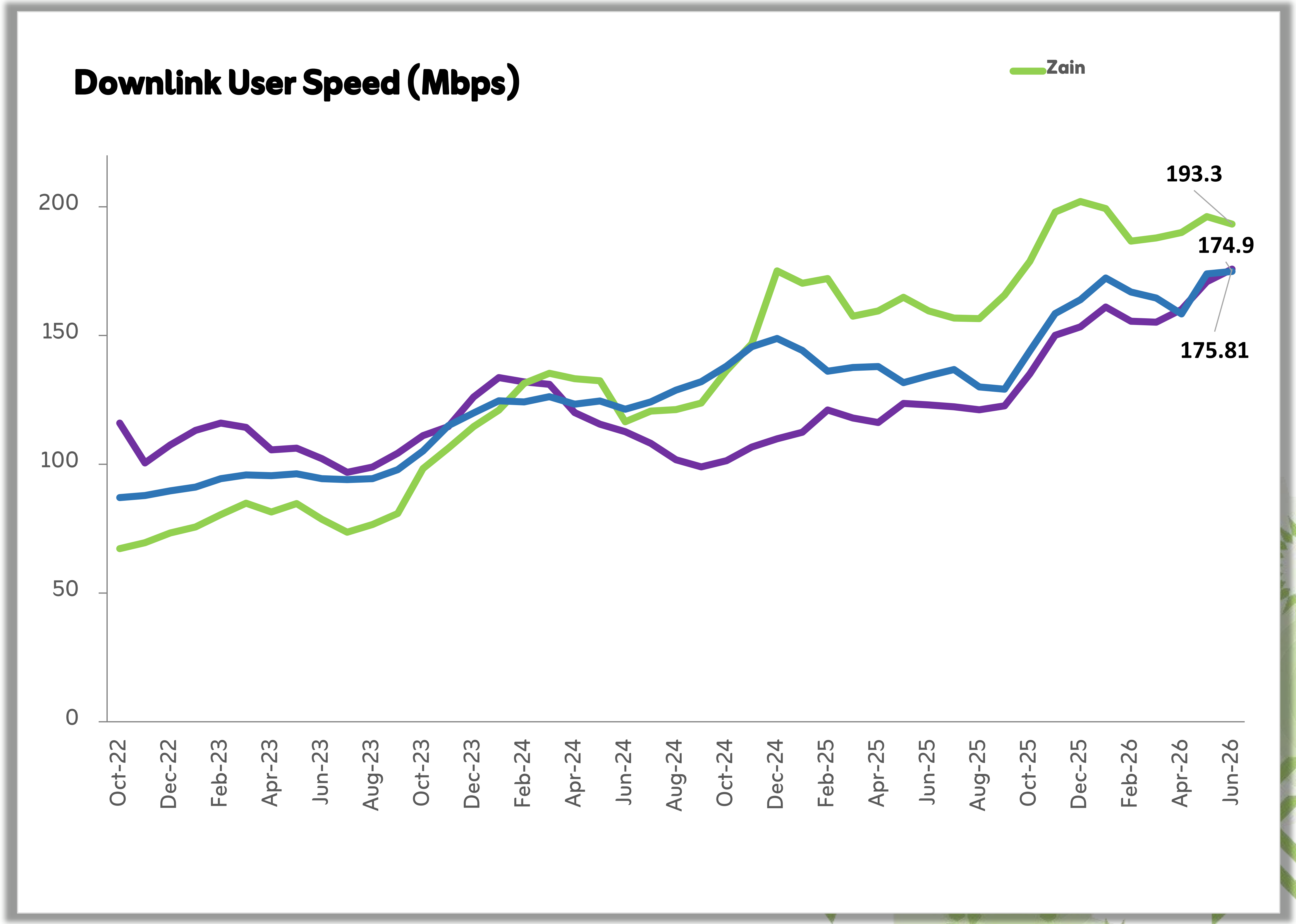
119 Cities covered by 5G

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

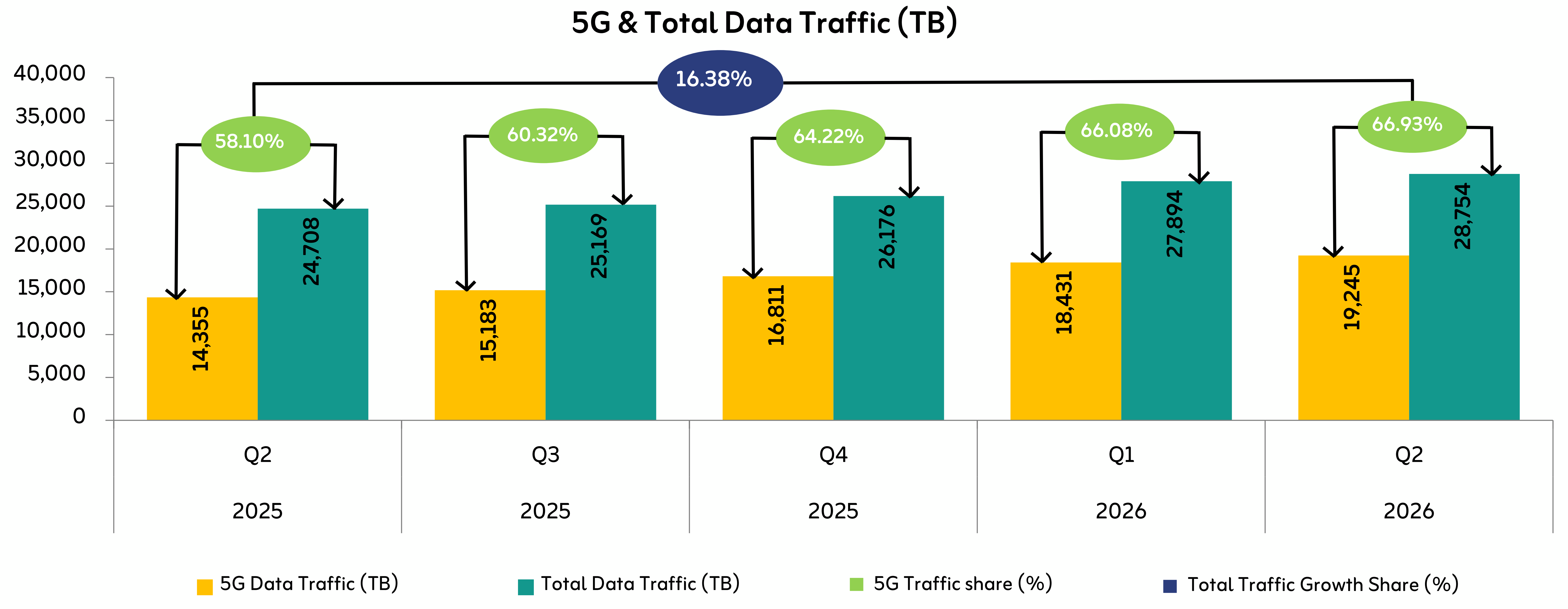
NETWORK ACHIEVEMENT IN Q2 2026

- **#1** Position among all operators in Downlink user speed (as per Global platform specializing in performance measurements) with **+21%** improvement year-over-year.

- **+4%** **Year-over-year overall increase** in attached data subscribers to Zain Network with a remarkable growth of **+20%** in 5G Subscribers



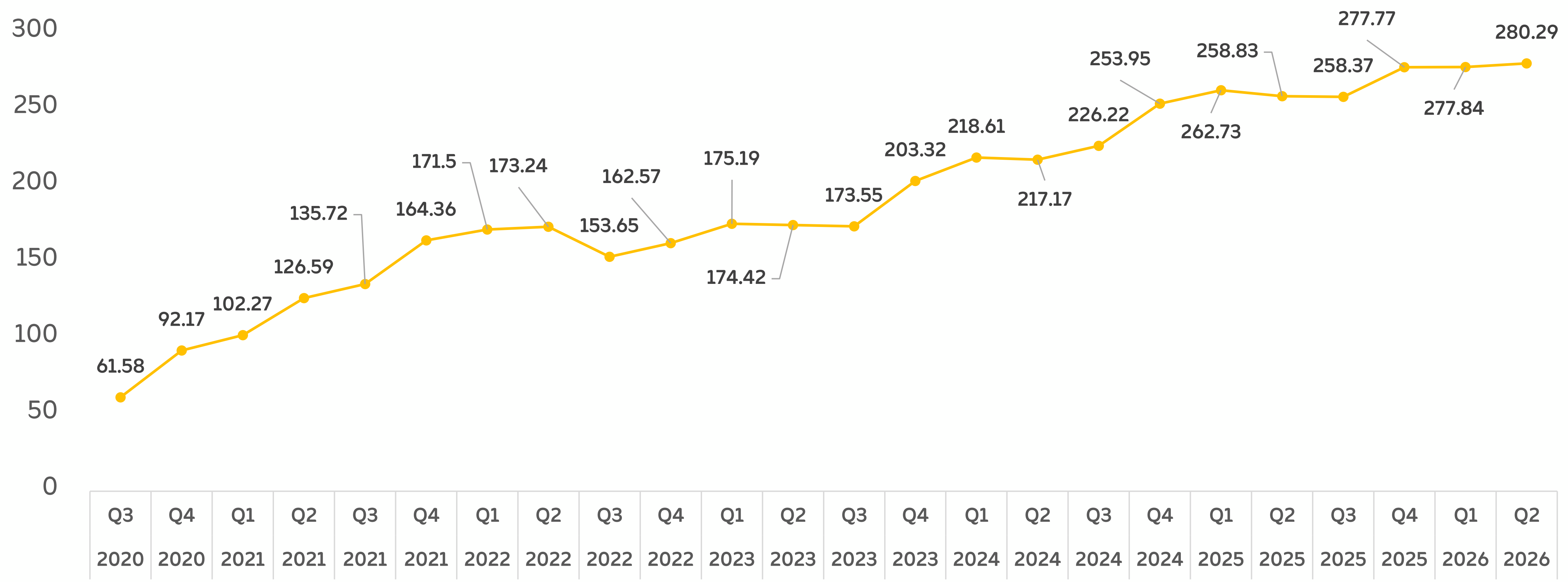
Zain KSA Today



Data Throughput

*Quarterly data from Global platform specializing in performance measurements.

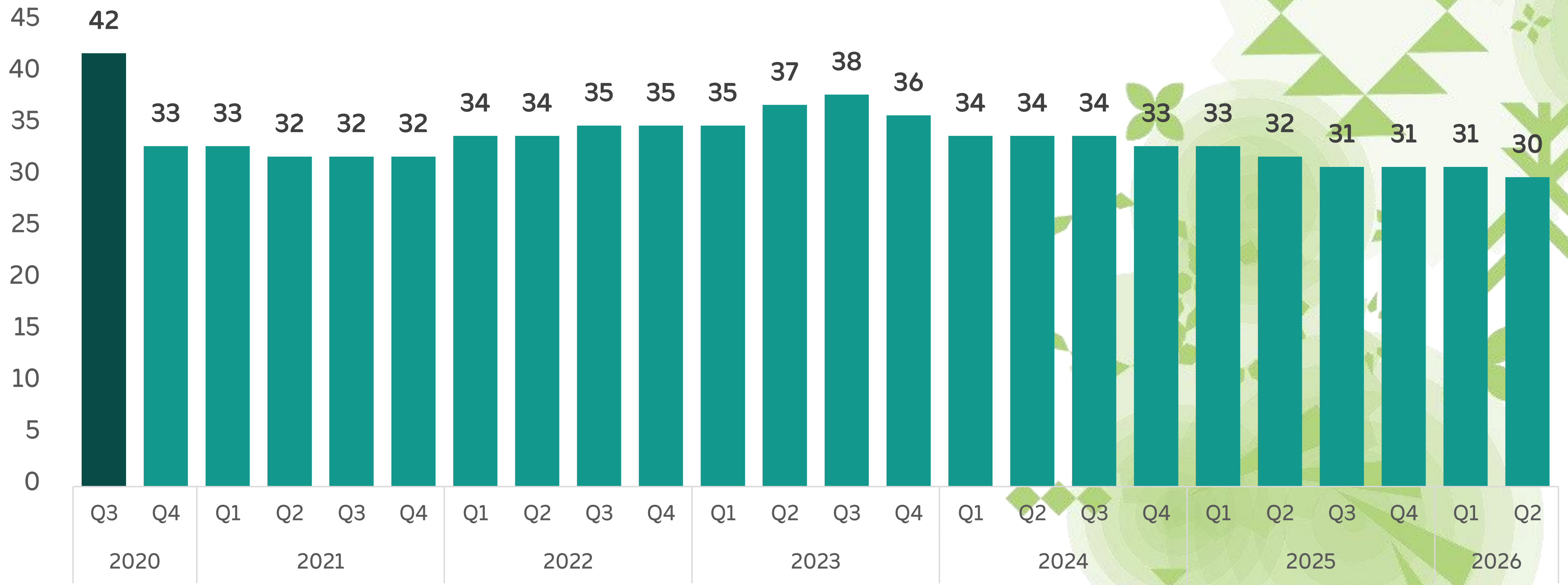
(higher is better)\



Latency (ms)

*Quarterly latency from Global platform specializing in performance measurements.

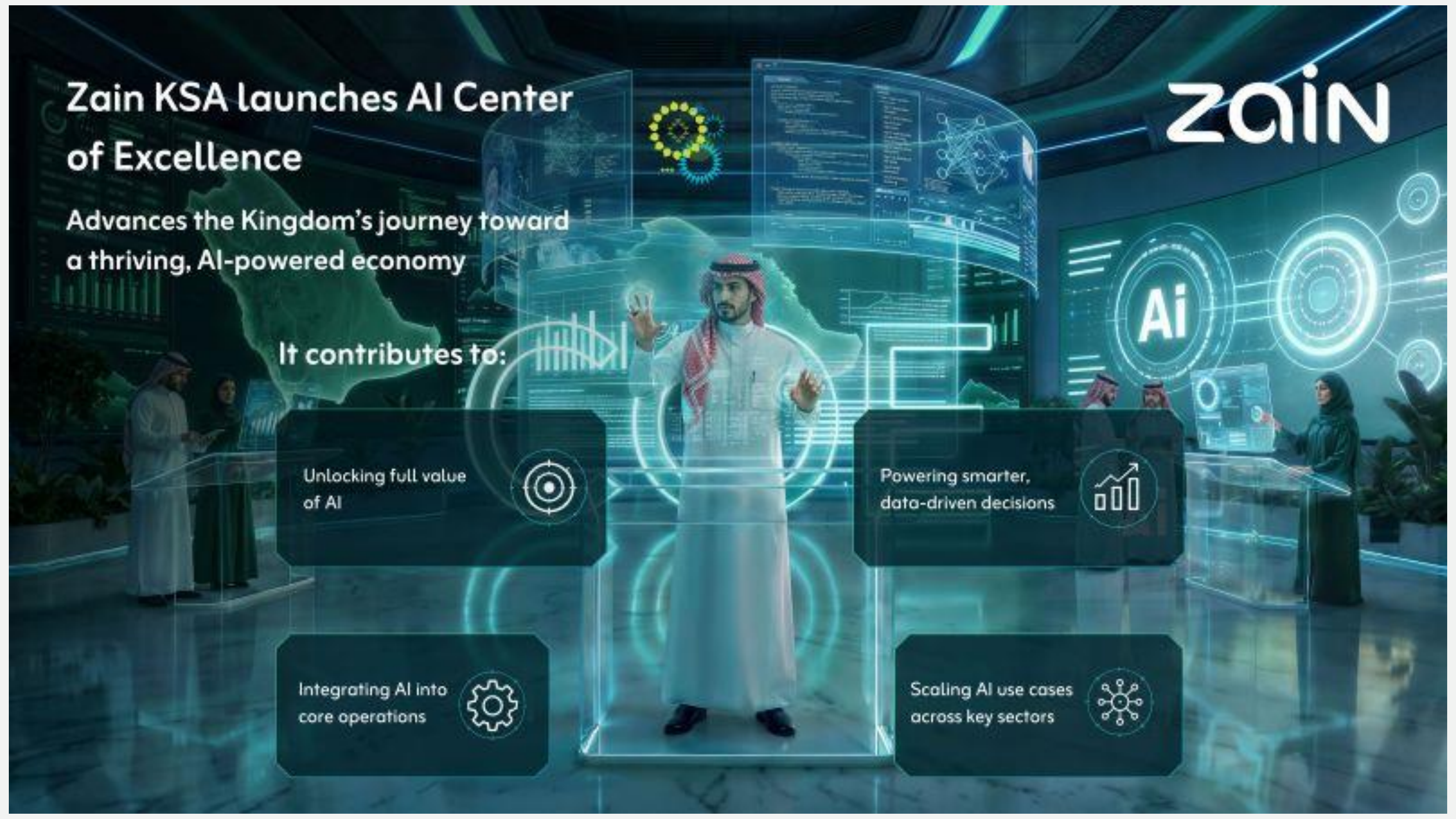
(lower is better)



Year of AI: Accelerating Zain KSA's Intelligent Transformation

Zain KSA Launches AI Center of Excellence

A strategic initiative aligned with the **Year of AI** to enhance operational efficiency, elevate customer experience, and enable smarter, data-driven decision-making for consumers and businesses.



Launch Smart Hajj Platform

AI-Driven Hajj Experience
Zain KSA launched the Smart Hajj platform, an AI-powered solution for end-to-end network management, and welcomed the Minister during his visit to review its operational readiness across the holy sites.

Enterprise Growth

Licensed by the **National Cybersecurity Authority** to operate a Managed Security Operations Center.

Strategic partnership with **Dammam airport** to strengthen digital infrastructure,

Excellence Recognition

CIPS Accreditation

Customer Experience Excellence

Advanced BSS

Yaqoot by Zain KSA Collaborates with Huawei
Strategic partnership to strengthen BSS, enhance digital services competitiveness

Saudi Association of Hearing MOU

In line with our commitment to fostering an inclusive workplace, we signed an MoU with the Saudi Association for Hearing Impairment to provide sign language training for employees and equip employees with disabilities with the tools, resources, and development opportunities they need to thrive.

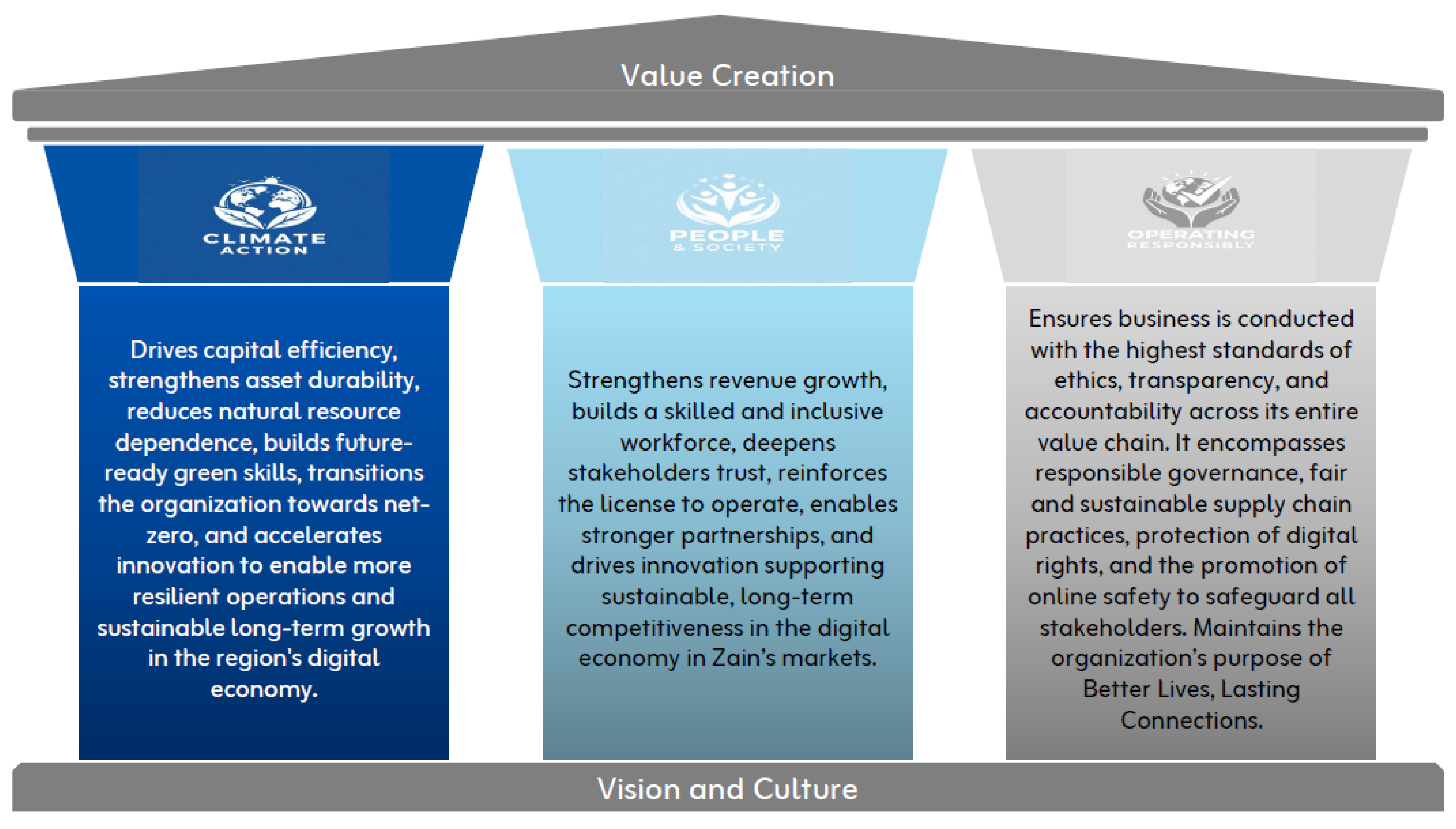
Career Fair Participation




Actively participated in career fairs at leading universities and academic institutions, including King Saud University, Al Yamamah University, the Eastern Chamber, MCIT College, and Almadinah University, to attract and engage high-potential graduates and strengthen Zain KSA's early talent pipeline.

Launch Sustainability Strategy

Launched the 2026–2030 Sustainability Strategy, a five-year roadmap reinforcing the company's commitment to environmental responsibility, circular economy initiatives, and long-term sustainable growth.



Sustainable Impact

Digital Partner of Disability Social Responsibility Forum 2026

Zain KSA joined the forum as its Digital Partner, reaffirming its commitment to digital inclusion and accessibility.

contribute in **"Recycle Your Device"** initiative alongside a group of partners.

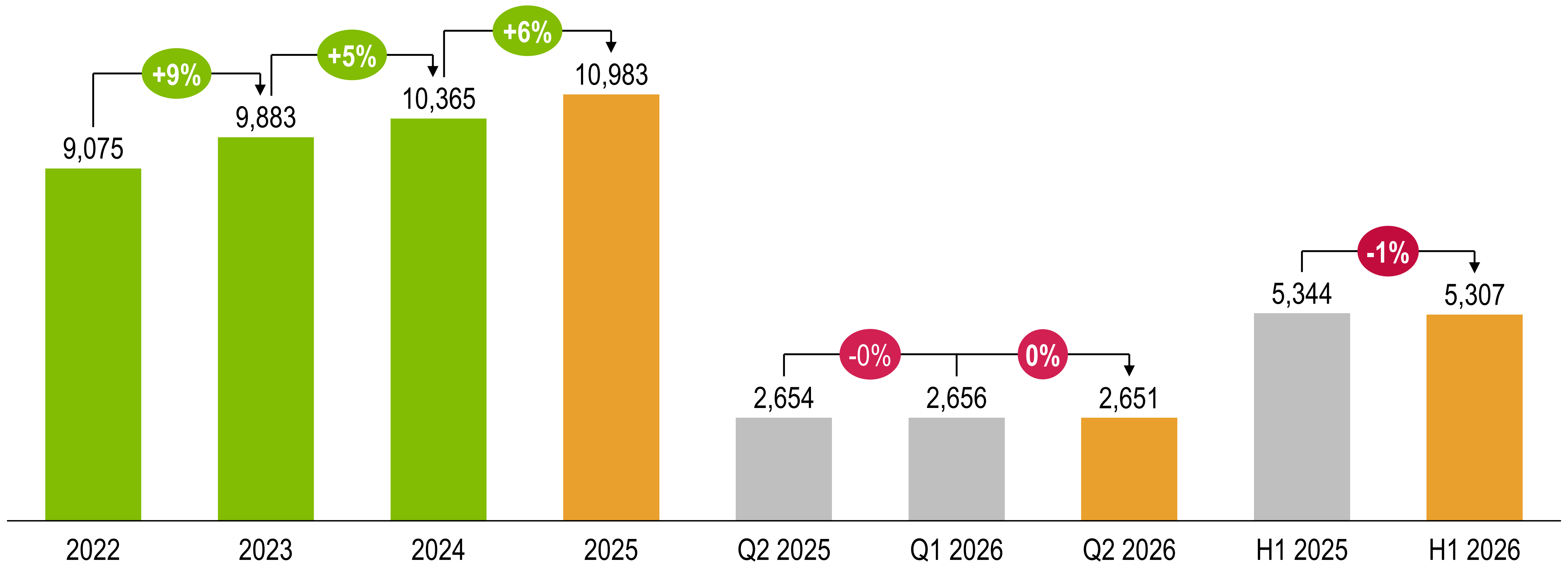
Reaching the milestone of collecting over **400,000 devices** since its launch.

Mehdi Khalfaoui

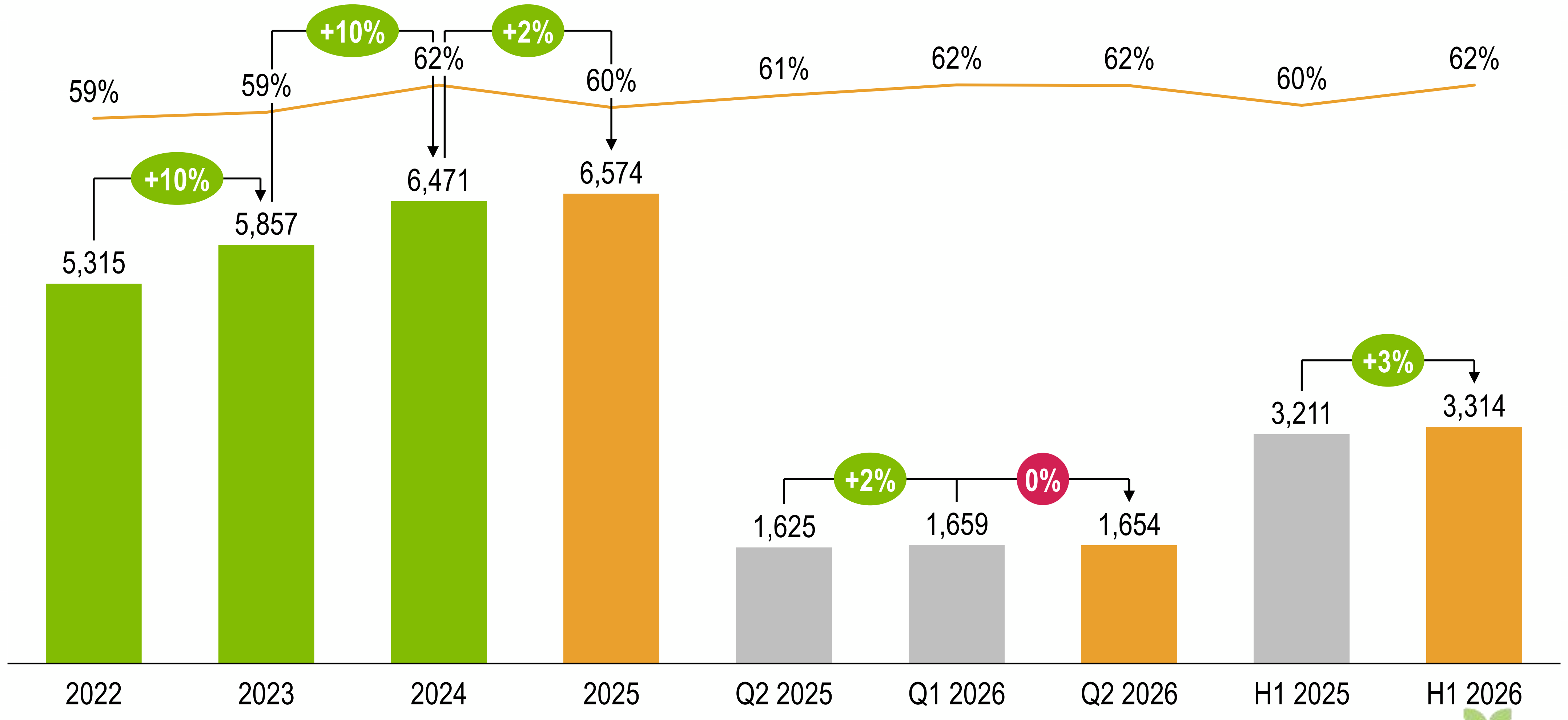
CFO

Financial Highlights

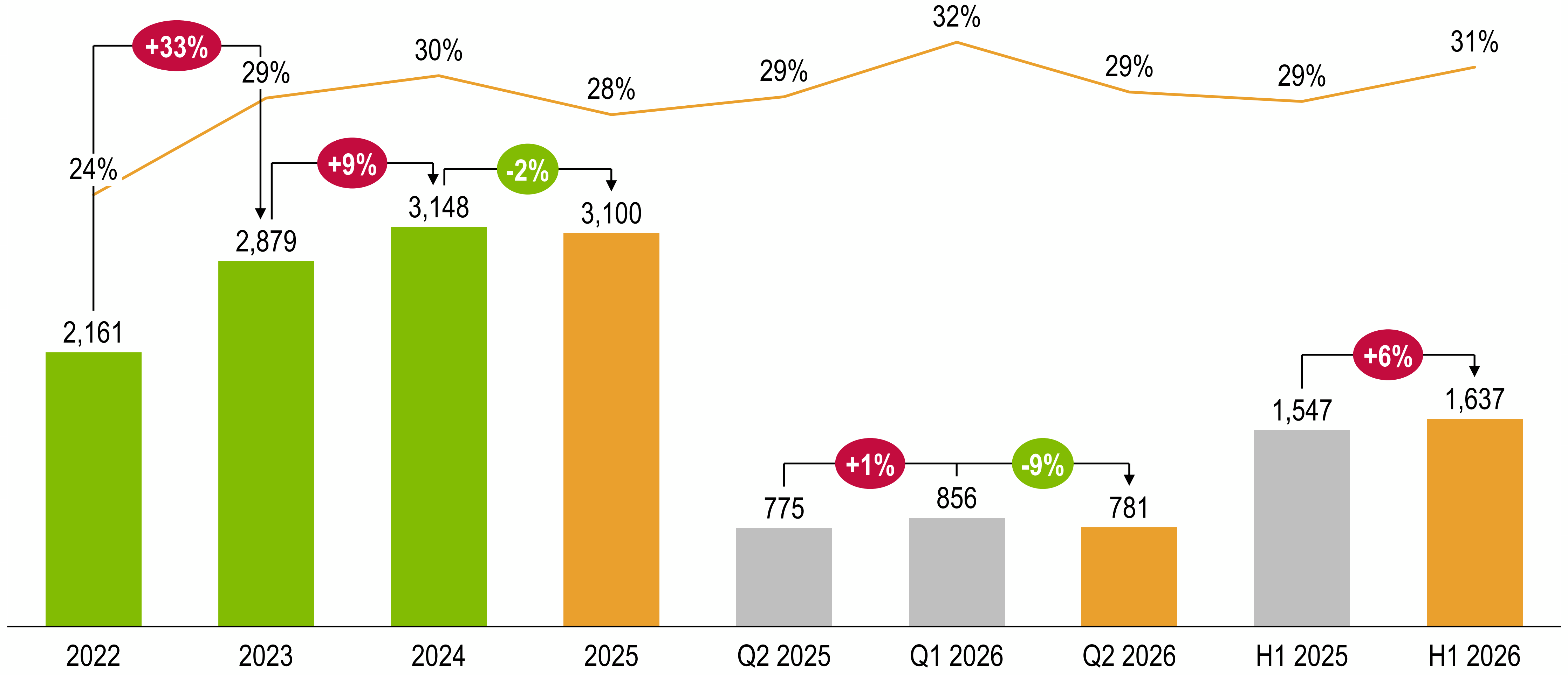
REVENUE [Million SAR]



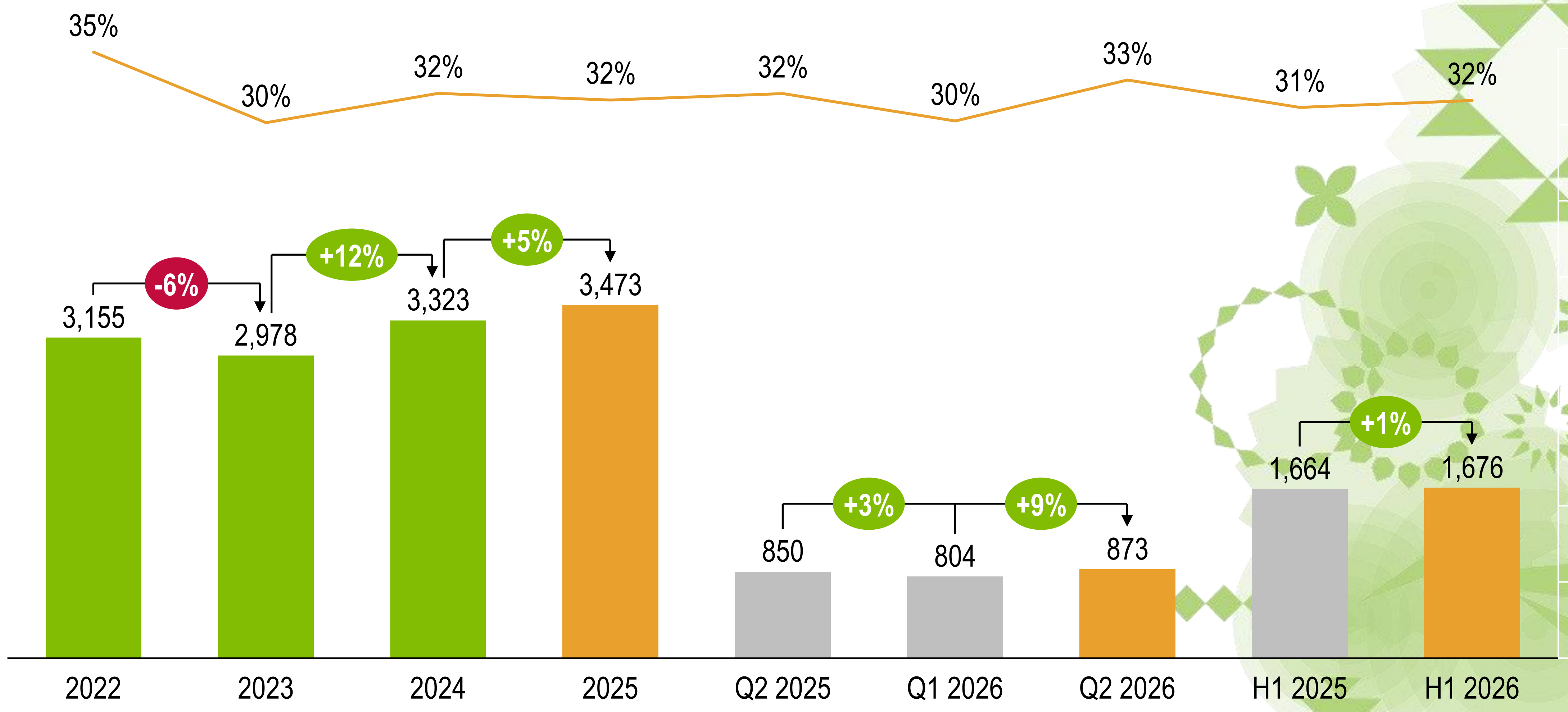
GROSS PROFIT [Million SAR]
GROSS MARGIN %



OPEX [Million SAR], OPEX %



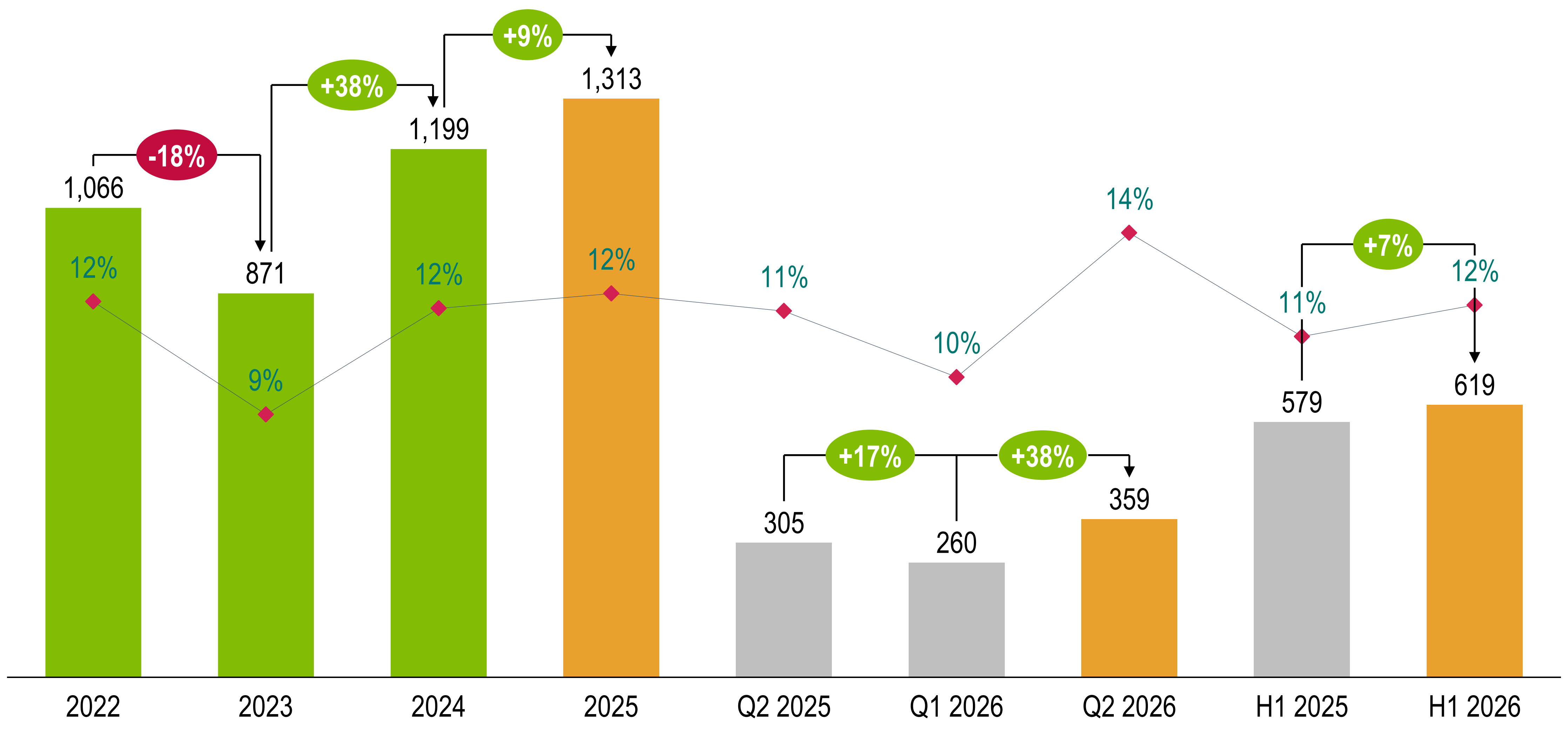
EBITDA [Million SAR]
EBITDA MARGIN %



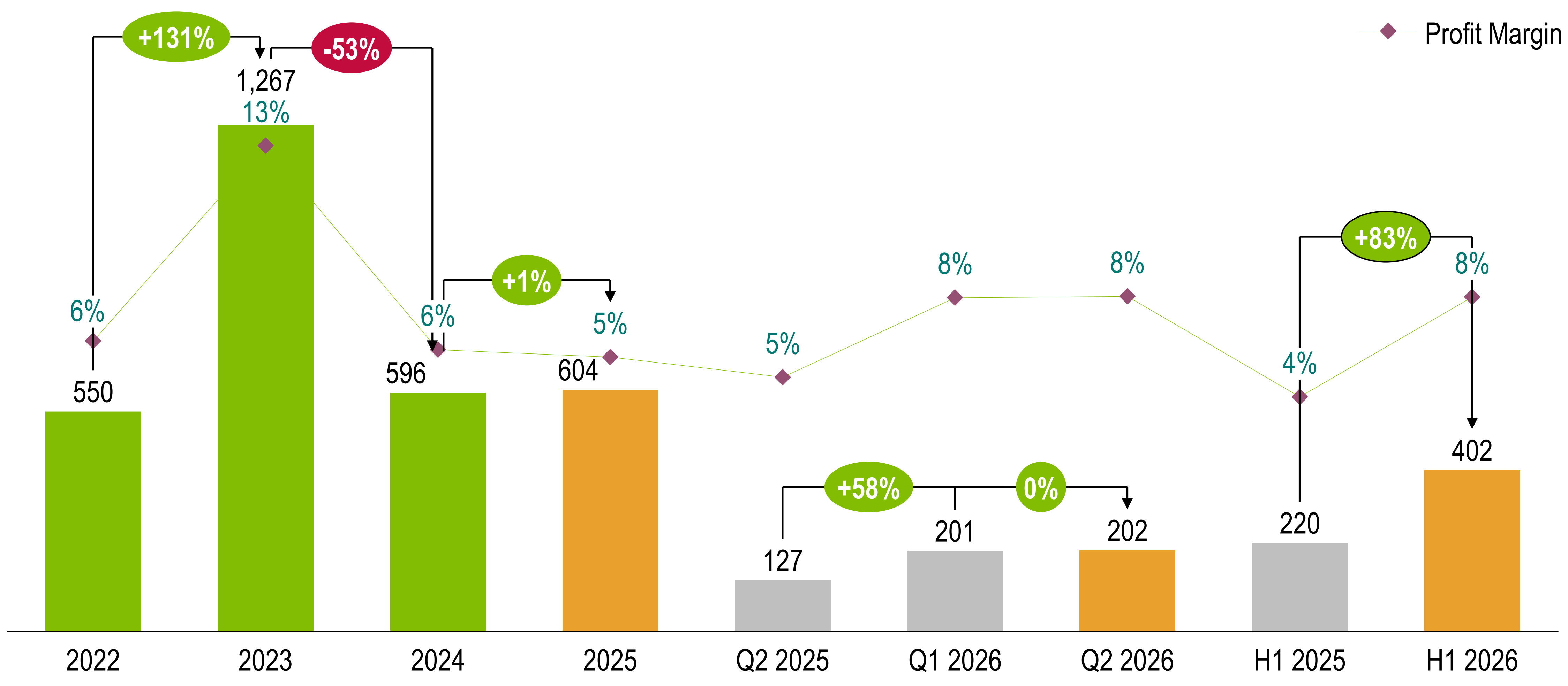
- Opex inclusive of Bad Debts Provision

Financial Highlights

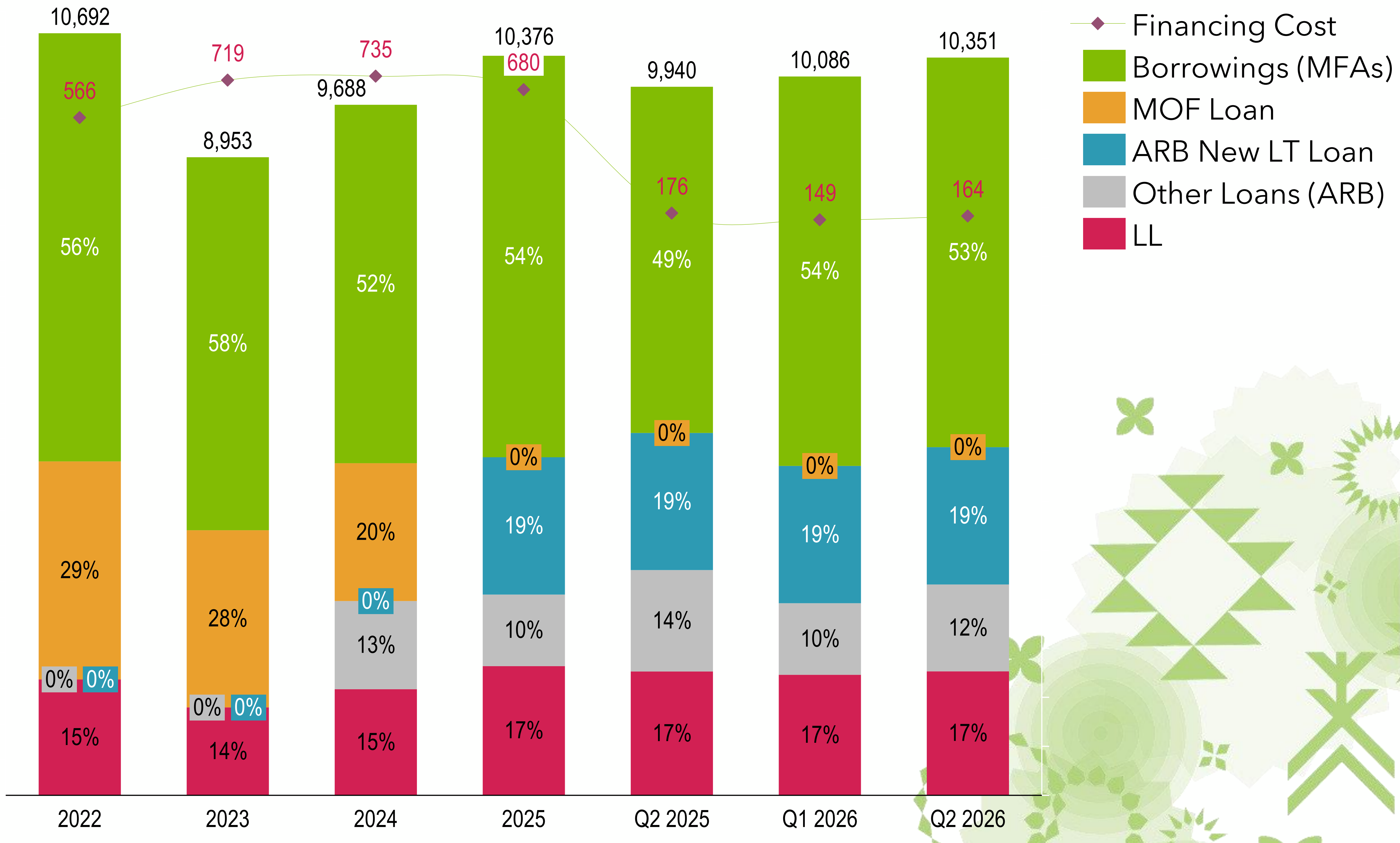
OPERATIONAL INCOME [Million SAR]



NET PROFIT [Million SAR]
PROFIT MARGIN %

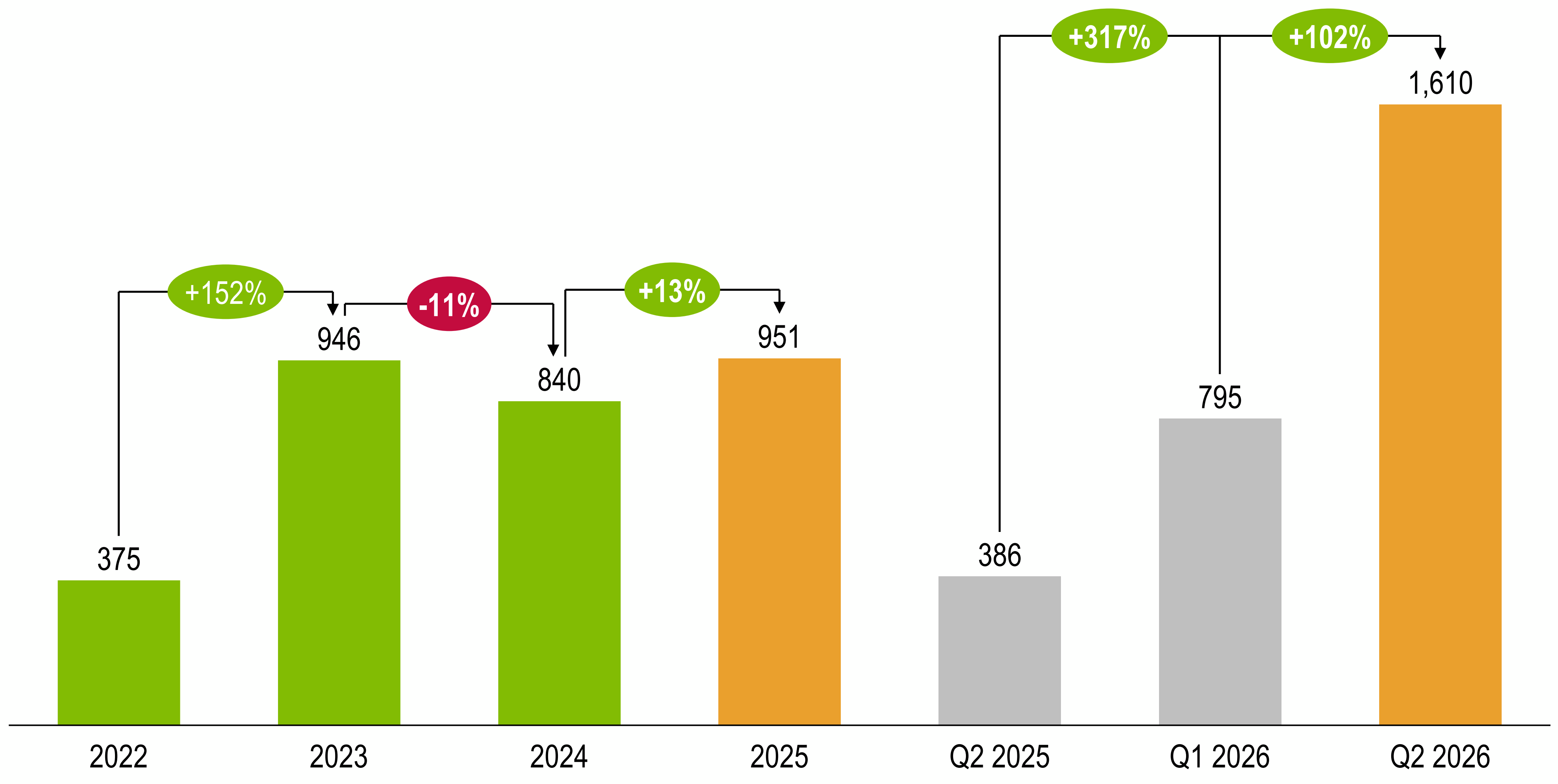


Debts [Million SAR]
Financing cost [Million SAR]

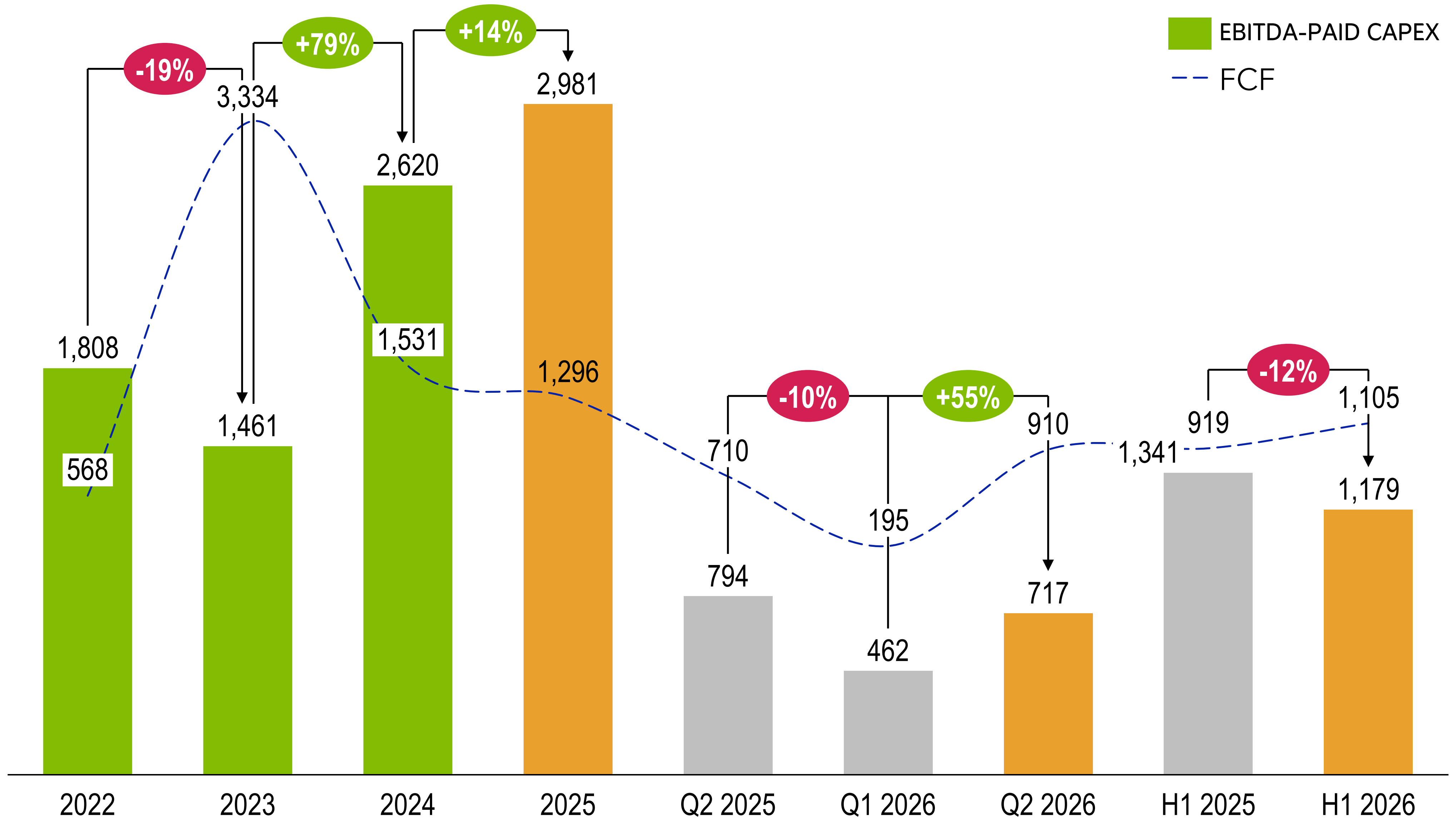


Financial Highlights

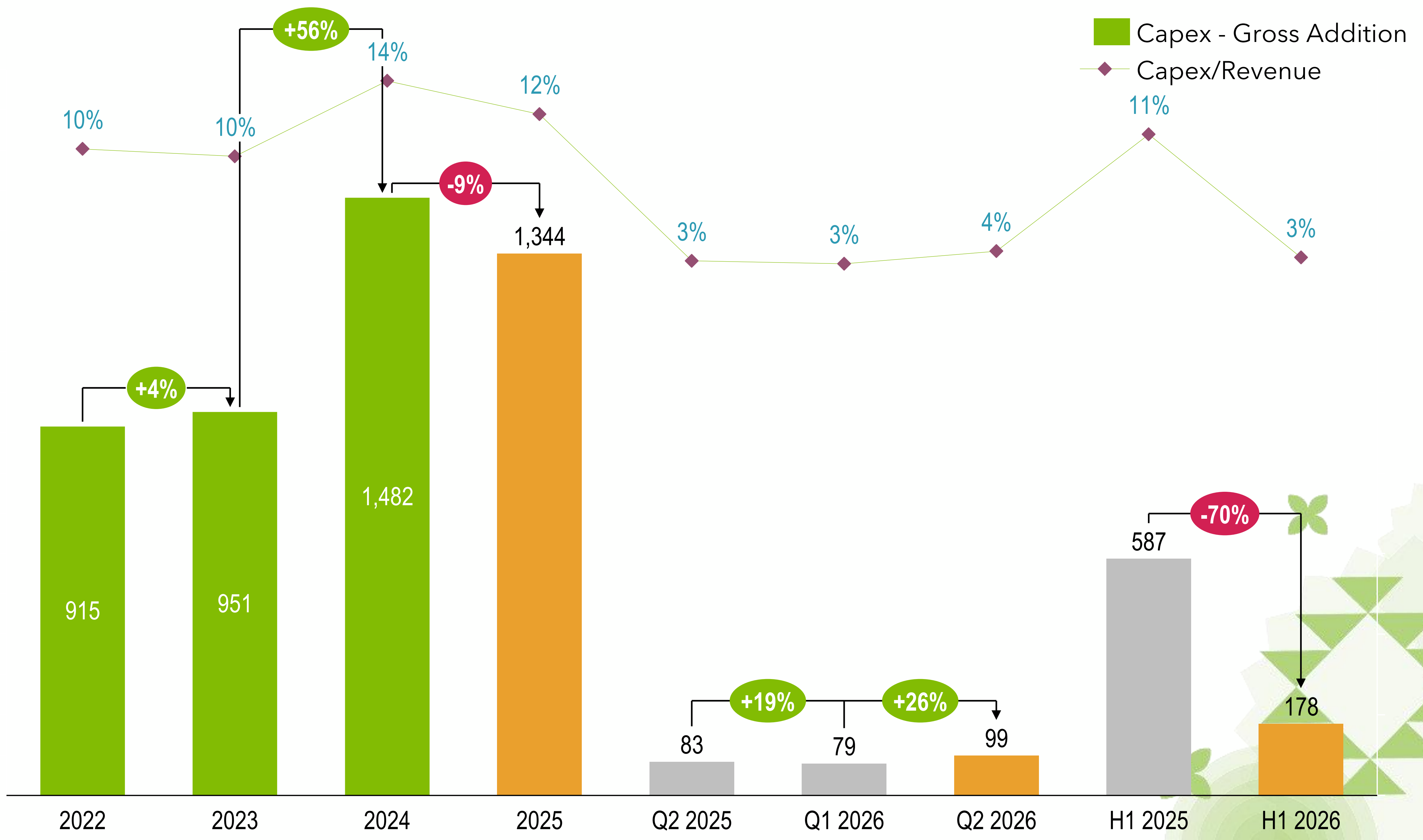
CASH BALANCE [Million SAR]



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



CAPEX [Million SAR]
CAPEX/ REVENUES %



- PAID CAPEX relevant to fixed and intangible assets only

Company Debt

Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR	Maturity
Murabaha Facility Arrangement (MFA)	Consortium of Six Banks	5,467	30 Sept 2030
New (MFA)	Al-Rajhi Bank	1,927	17 Feb 2030
CAPEX Facility	Al-Rajhi Bank	1,117	23 May 2034
WC Financing	ENBD	100	Q3 and Q4 2026
Total		8,611	

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

	Q2 2026	Q1 2026	2025	2024	2023	2022	2021	2020	2019	2018
Net Debt *	7,001	7,600	7,611	7,359	6,842	8,777	9,009	9,088	14,227	14,218
Equity	10,829	11,077	10,876	10,707	10,591	9,802	9,042	8,729	4,103	4,012
EBITDA	3,486	3,464	3,473	3,323	2,978	3,155	3,128	3,441	3,823	3,009
Debt/(Debt +Equity)	44%	43%	44%	43%	42%	48%	51%	54%	79%	80%
Net Debt/EBITDA	2.01	2.19	2.19	2.21	2.30	2.78	2.88	2.64	3.72	4.72
Debt/(Debt + LL +Equity)**	49%	48%	49%	48%	46%	52%	55%	57%	80%	80%
Net Debt/EBITDA **	2.51	2.68	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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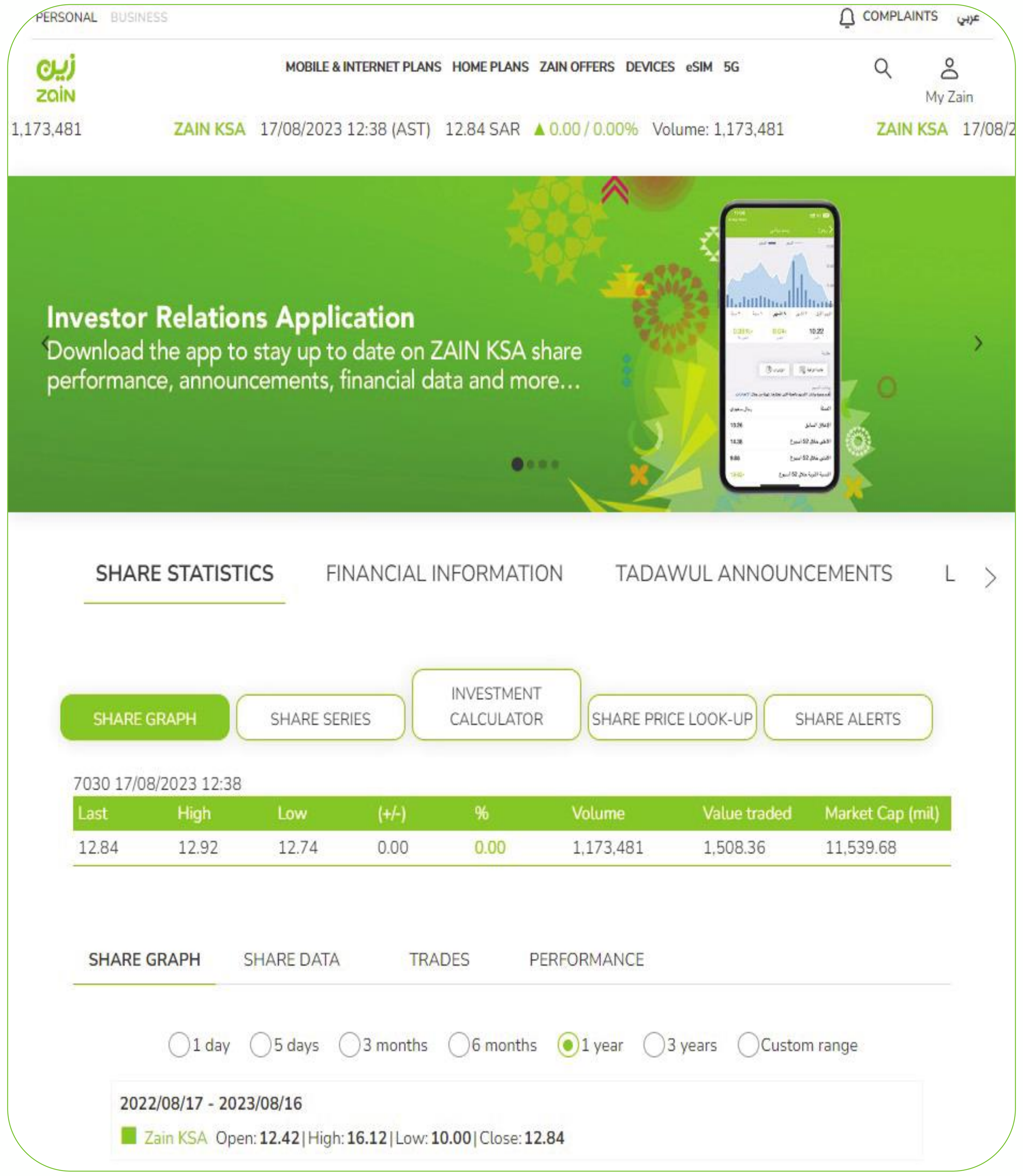

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Thank You