Welcome to Zain KSA
Q3 2026 Earnings Call

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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.

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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.

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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

Our Executive Management



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



Eman Abdullah AlSaidi
VP of Corporate Communications



Tiago Rocha
Chief Commercial Officer



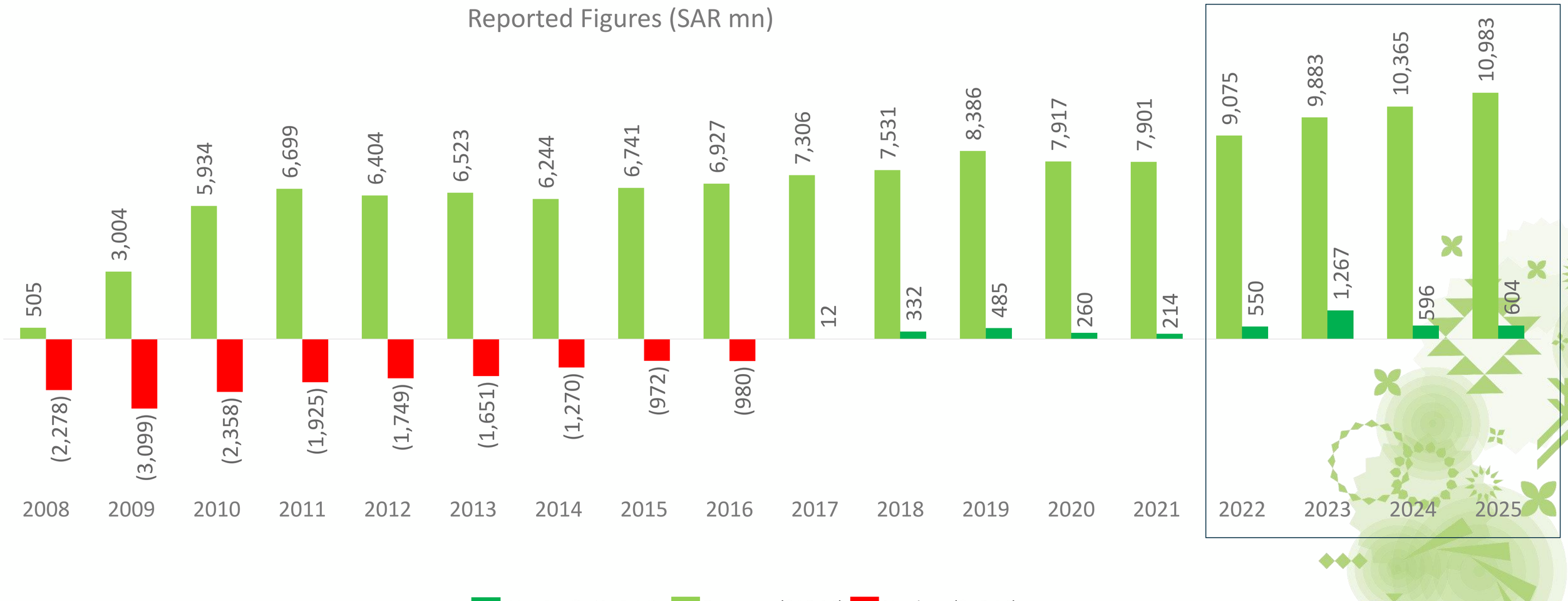
Abdulaziz Al Subaie
Regulatory Affairs & Compliance Vice President



Faisal Abdullah AlAssaf
VP of Legal Affairs & Governance

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HISTORICAL PERFORMANCE



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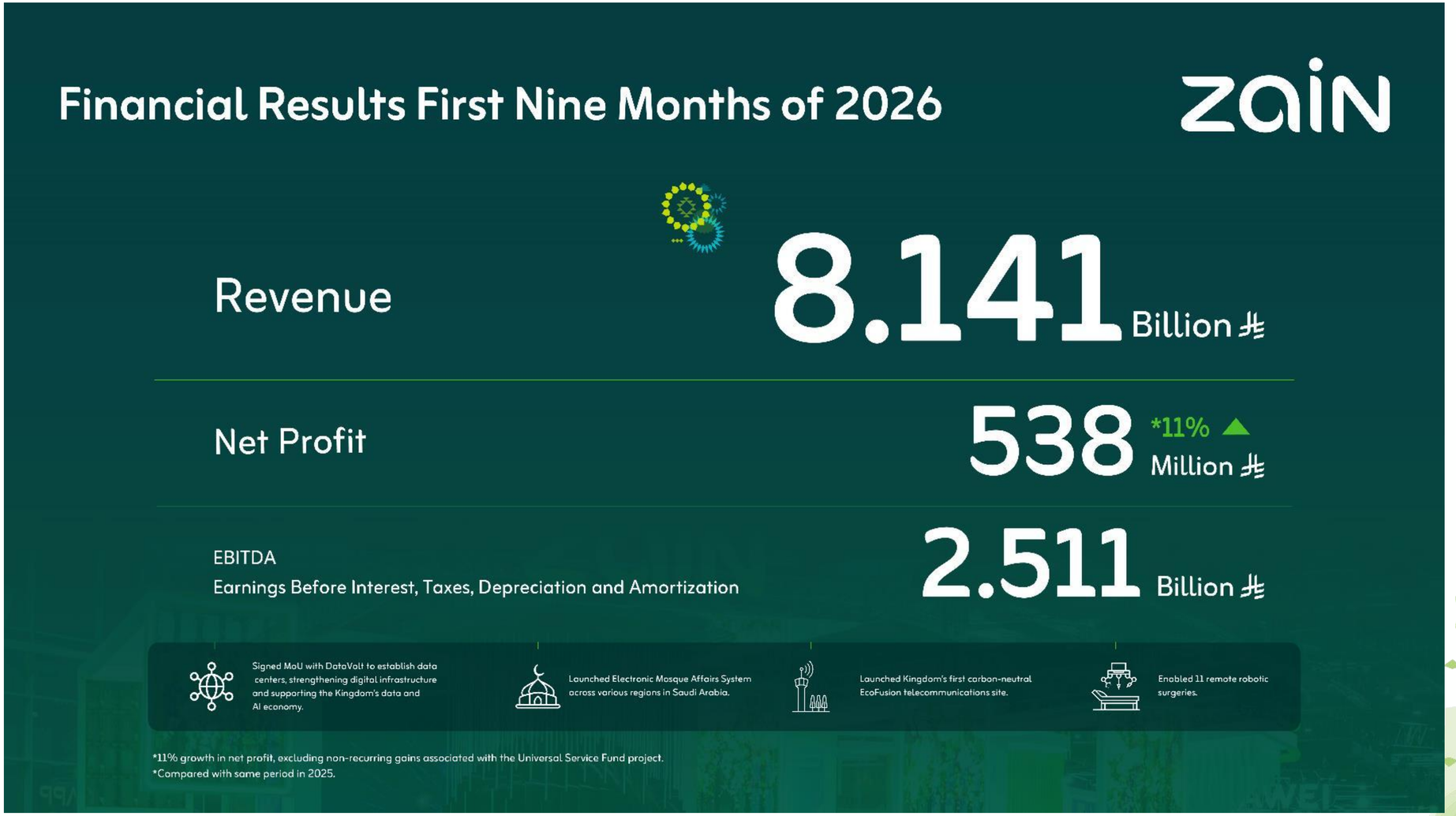


Eng. Saad bin Abdulrahman AlSadhan

CEO

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Financial Overview



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Tamam Finance Overview – 9M 2026

Over the first nine months of 2026, Tamam grew revenue 5% year-on-year, with momentum accelerating into Q3. Net Profit up by 31%, helped by tighter cost control and a one-off provision release in Q2. The business enters Q4 with a stronger sales engine.

Key figures

Revenue 9M-26
SAR Mn **343**

Revenue growth
Vs. 9M-25 **5%**

EBITDA Margin 9M-26
32%

EBITDA 9M-26
SAR Mn **109**

Net Profit Growth
Vs 9M-25 **31%**

Net profit 9M-26
SAR Mn **89**

Active Loan Book* 9M-26
SAR Bn **1,152**

Downloads. 9M-26
Mn **7.9**

Customers
Active **103,472**

Tamam today

Sales Momentum

Sales volumes nearly doubled YoY, showing leading position of Tamam in Micro-finance

9M revenue +5% YoY, with growth accelerating in Q3.

Credit Discipline

Acquisition focused on high-quality customers with tighter underwriting.

Prioritises a healthier book over volume-led growth.

Collections Upgrade

New collections system in development to lift recovery efficiency.

A new operating model with focus on dedicated targets by buckets.

Balance Sheet

Securitisation kicked off; first write-off batch done, second in progress.

Frees capacity to fund the next phase of growth.

Tech & Compliance

In-house tech team build-out underway; Rasid compliance now live.

Faster delivery with fewer external dependencies.

Product Pipeline

SME and Personal Finance launch-ready, subject to SAMA approval.

Broadens the revenue base beyond today's consumer offering.

*Islamic financing receivables including due interest

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Zain KSA Today

8.9 Million
Costumers.

1,344 Zainers
Woman: 22 %
Local: 89%

239 Shops

45% Data Revenue
(Excluding SMS & VAS)

61 SAR
Blended ARPU

30,090 TB/Day
Average daily data traffic

2G	3G*	4G	5G
99%	66%	94.5%	69%

Population coverage

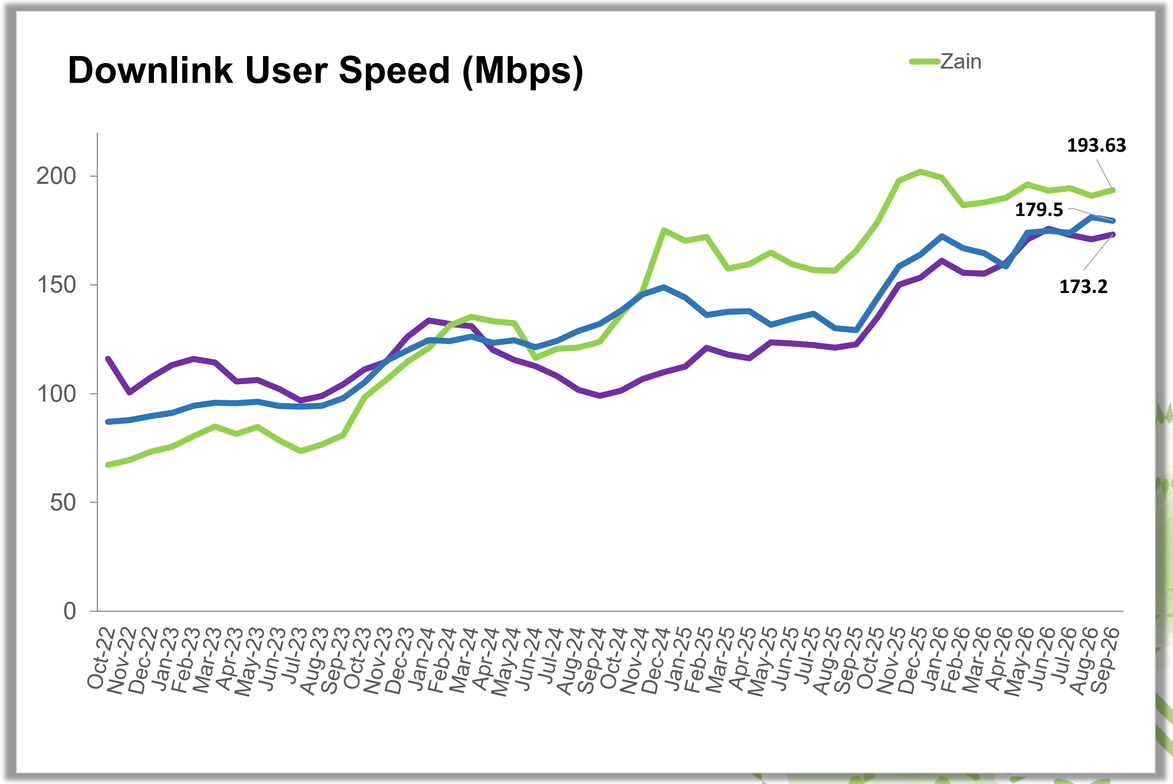
11,644 Total number of sites
564 Cities covered by 3G
479 Cities covered by 4G
126 Cities covered by 5G

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

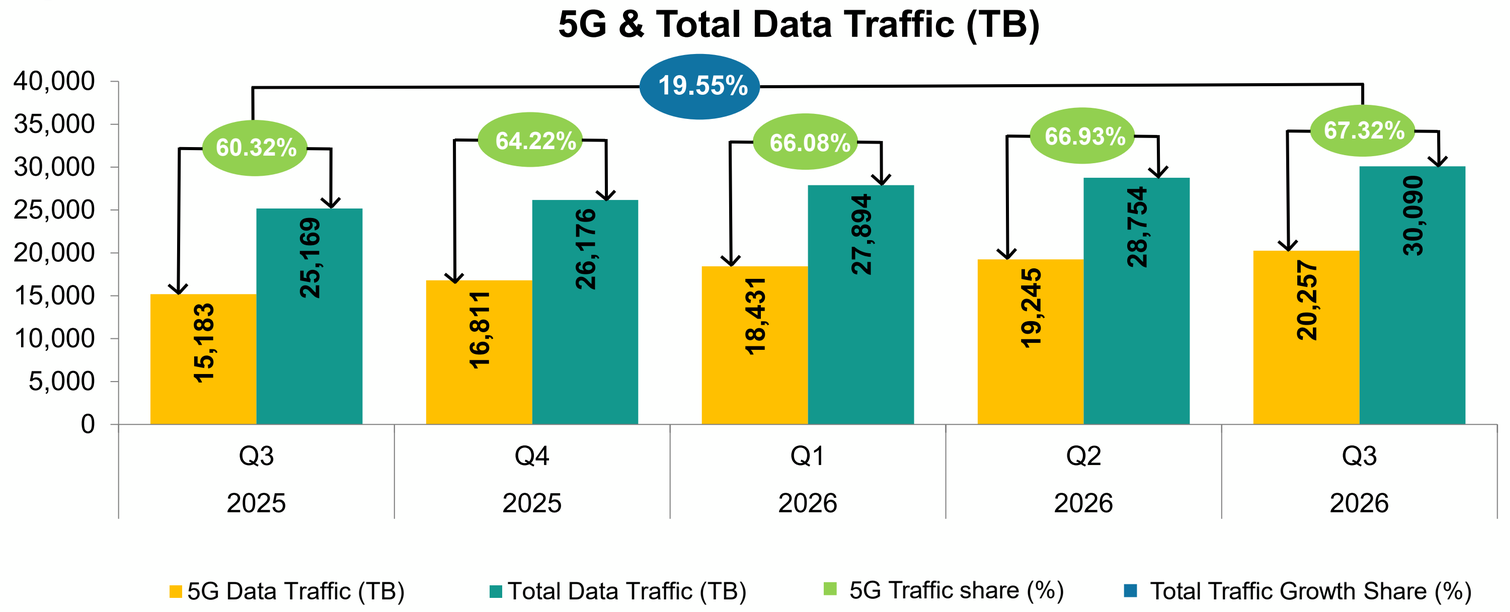
NETWORK ACHIEVEMENT IN Q3-2026

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

- **+3% Year-over-year overall increase** in attached data subscribers to Zain Network with a remarkable growth of **+11%** in 5G Subscribers



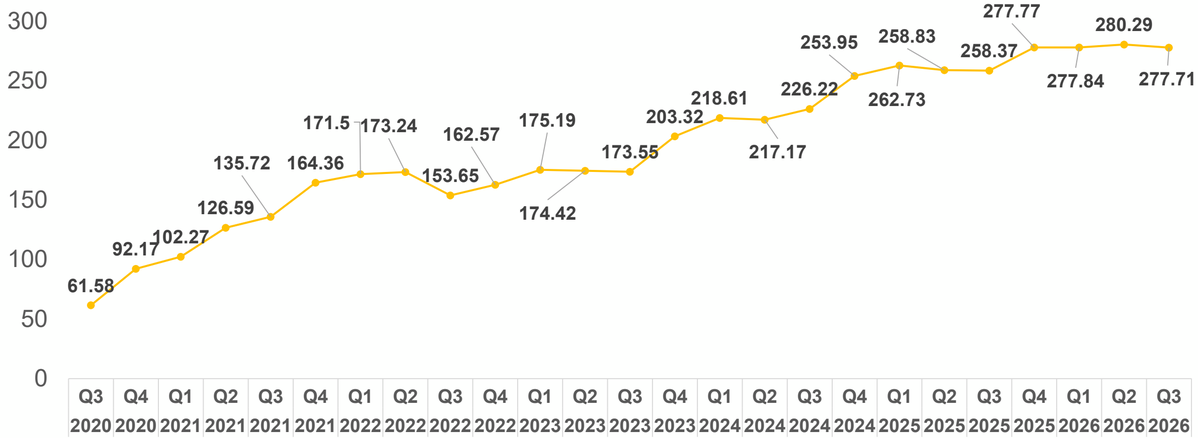
Zain KSA Today



Data Throughput

*Quarterly data from Global platform specializing in performance measurements.

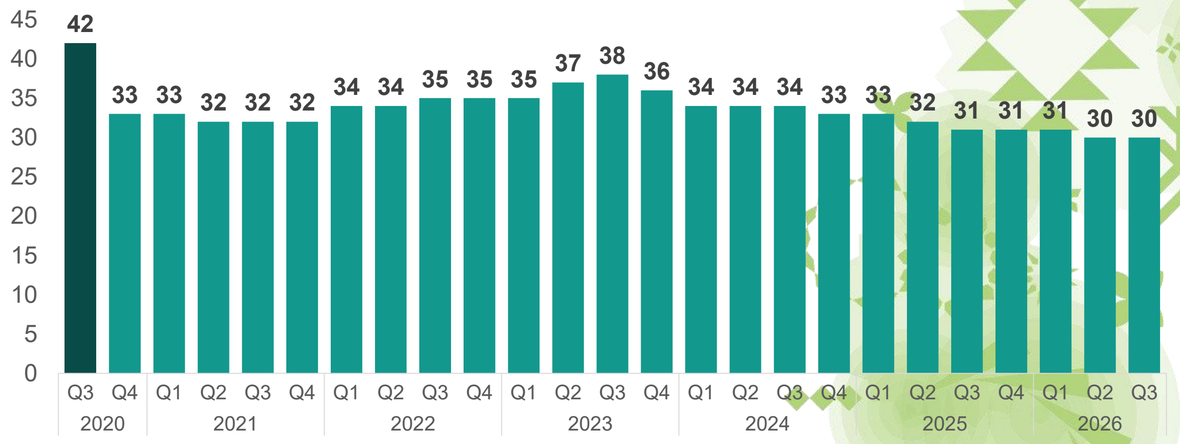
(higher is better)\



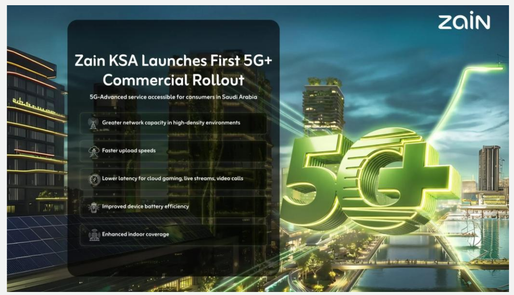
Latency (ms)

*Quarterly latency from Global platform specializing in performance measurements.

(lower is better)



Infrastructure & Innovation



Commercial 5G+

Saudi Arabia’s first consumer rollout



50 Gbps microwave

First commercial Full Duplex E-band link in KSA



EcoFusion site

Saudi Arabia’s first fully carbon-neutral telecom site



11 robotic surgeries

Enabled consecutive remote procedures



Red Hat

Collaboration supporting AI applications



Digital mosque platform

Serving 85,980 mosques

Youth Empowerment



Nokia

MoU on technical and leadership skills



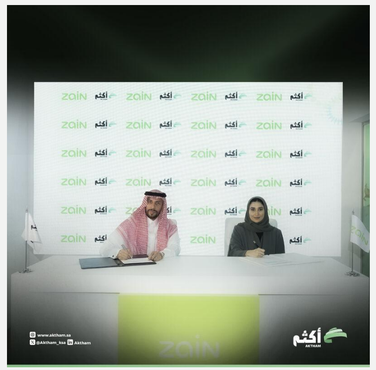
Dammam Technical College

Agreement on digital talent training



Jouf University

MoU covering training and student projects



Aktham

MoU exploring AI for workforce development

LEAP 2026



Diamond sponsor

264M+
Total reach

147
Media coverage

35+
MoUs & agreements



Nokia Deepfield

Network analytics across 100+ cities



DataVolt

MoU for planned data center development



National Center for Meteorology

MoU on forecasting and analytics



Saudi Irrigation Organization

MoU on smart dam management

Community and Cultural Participation







Zain KSA brought the iconic Zain Theater, with over 15 years of history, to Saudi Arabia for the first time, presenting “Ameerat galbi Zain” a unique theatrical experience for families and children that promotes the Arabic language and instills positive values.

7 days

6,000 attendees per day,

42,000 visitors total attendance.

Sustainability



2025 Sustainability Report

Honors & Awards



Recycle Your Device

Recognition for e-waste recycling



IoT Adoption

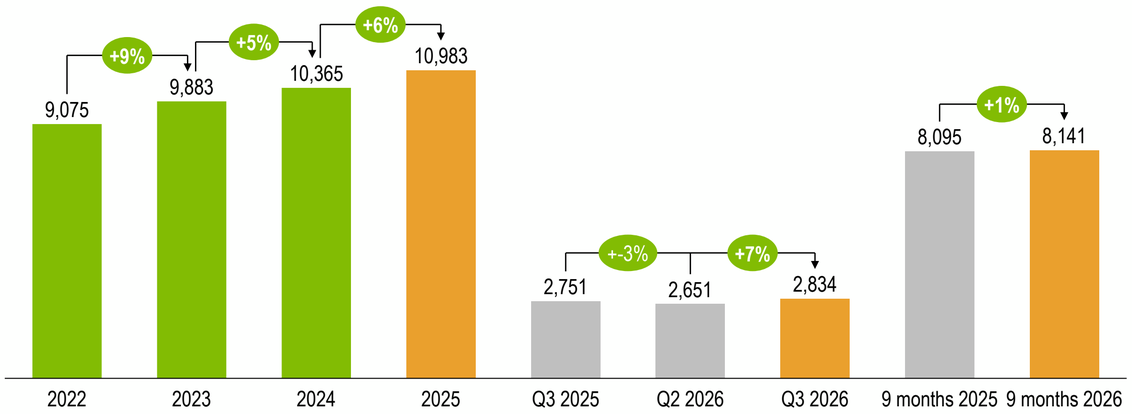
Recognition for enabling IoT adoption



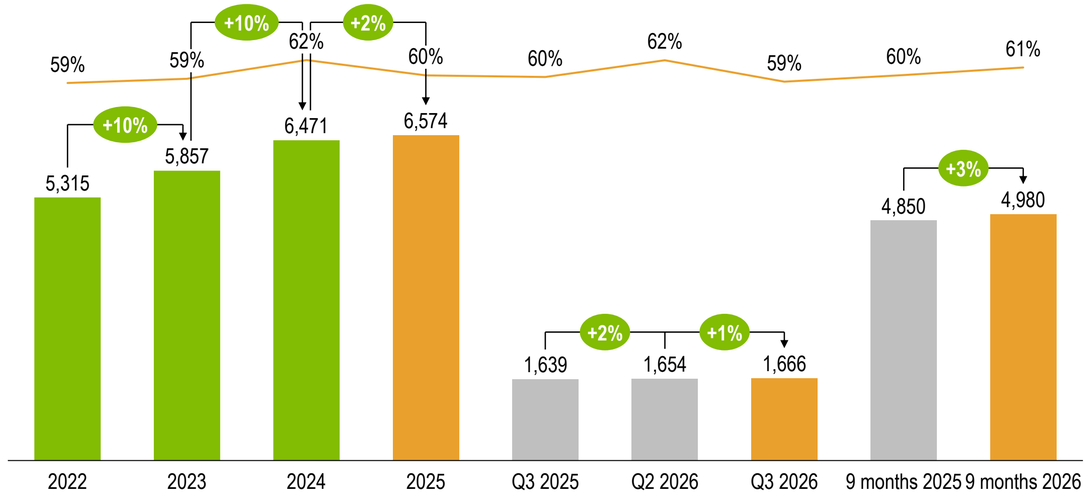
Mehdi Khalfaoui
CFO

Financial Highlights

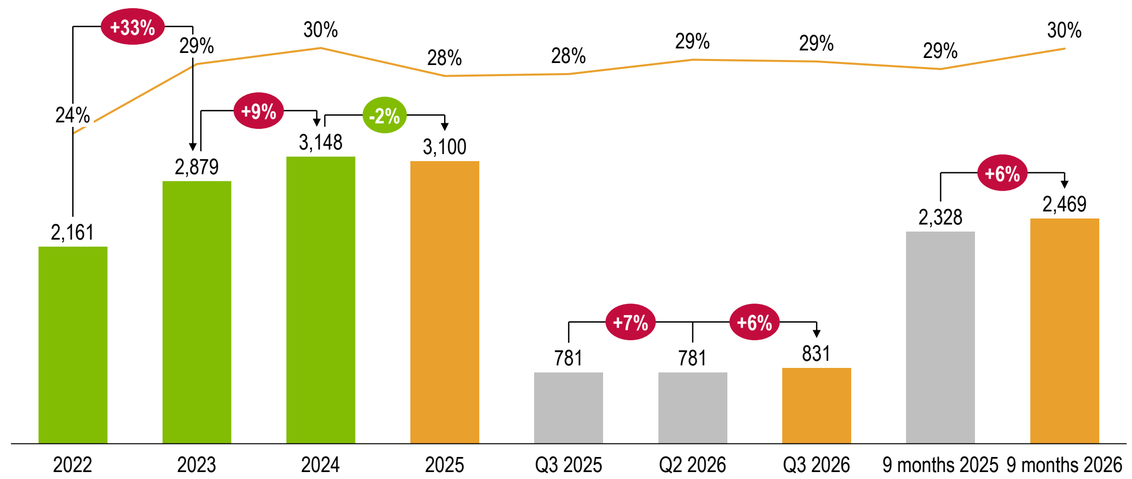
REVENUE [Million SAR]



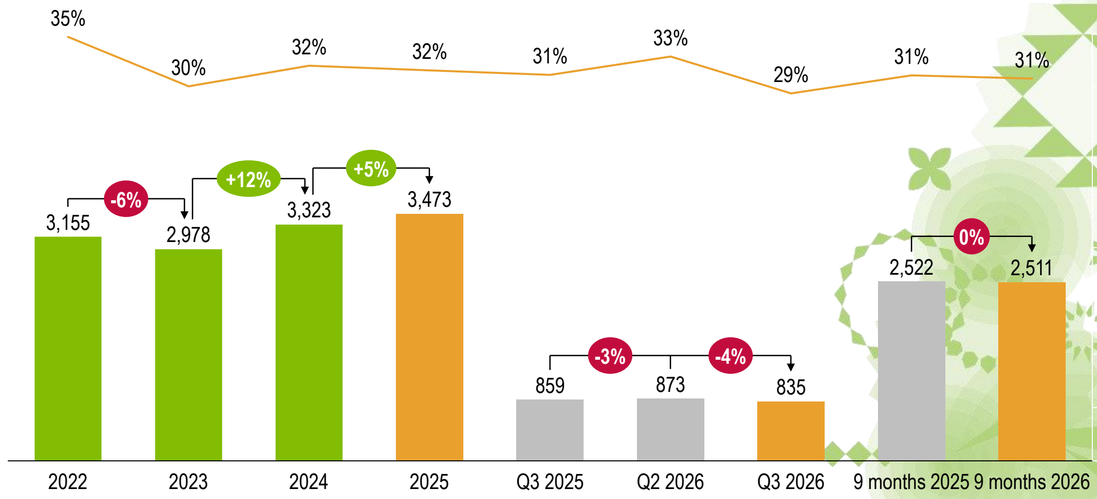
GROSS PROFIT [Million SAR]
GROSS MARGIN %



OPEX [Million SAR], OPEX %



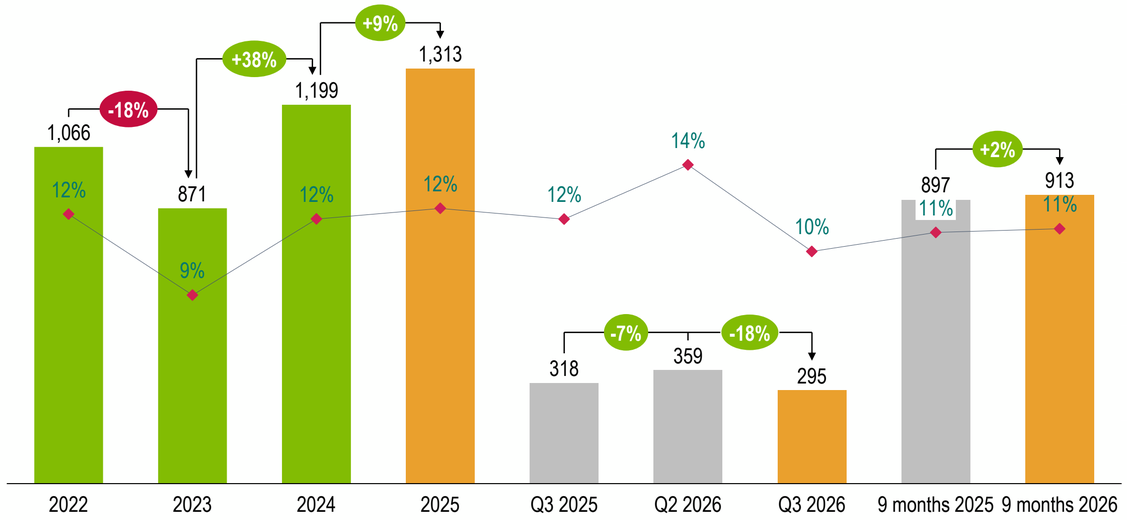
EBITDA [Million SAR]
EBITDA MARGIN %



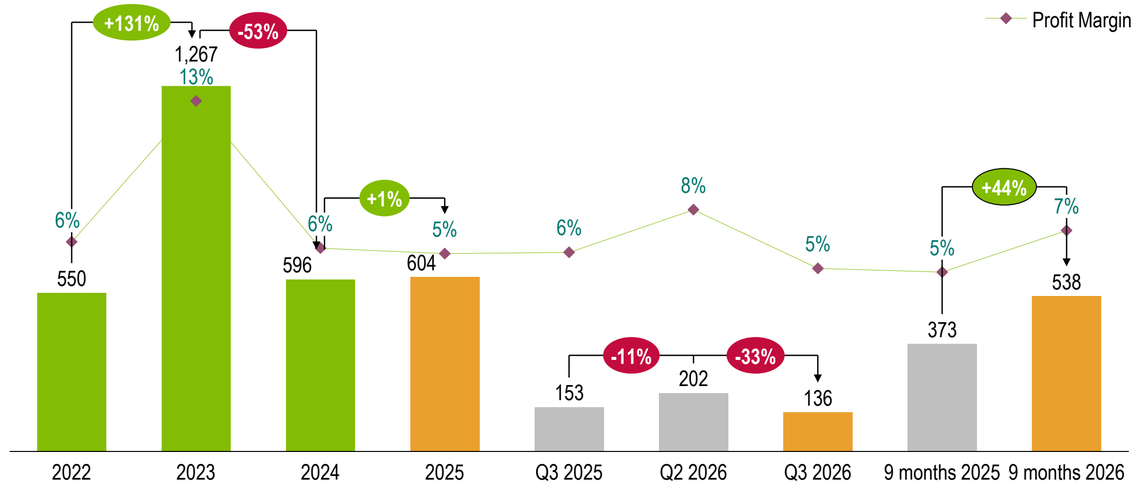
- Opex inclusive of Bad Debts Provision

Financial Highlights

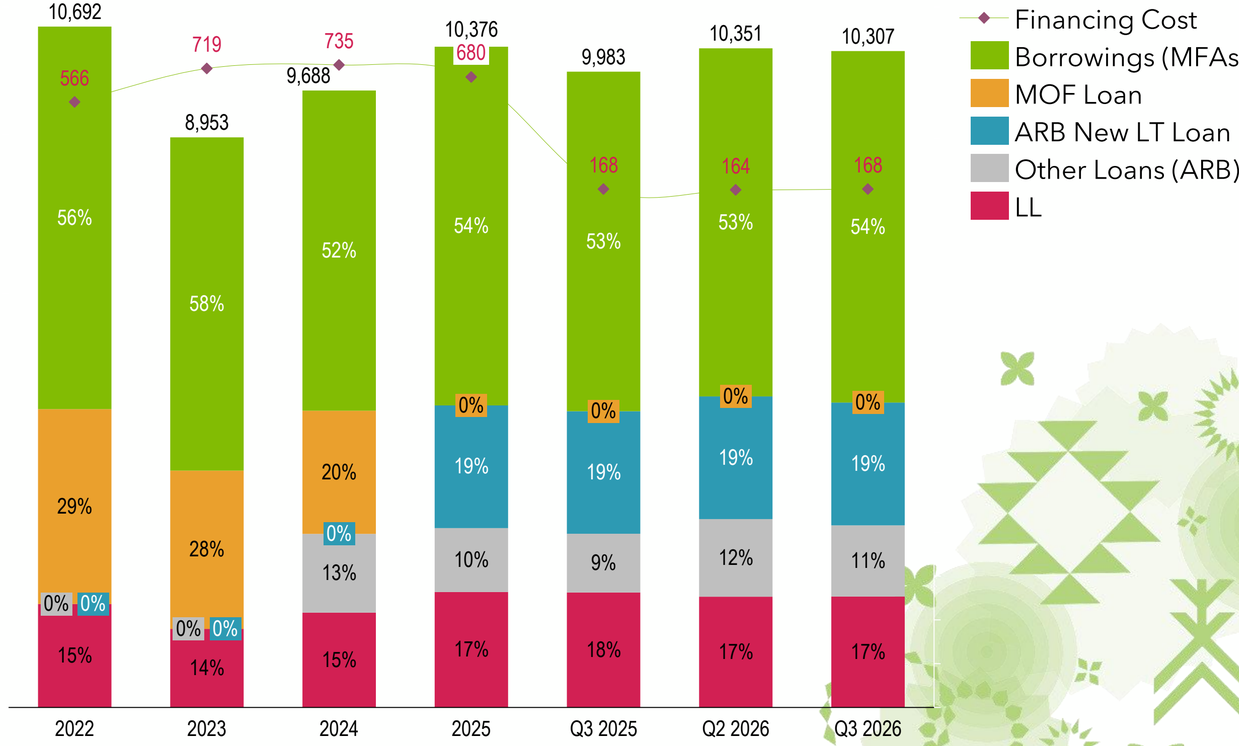
OPERATIONAL INCOME [Million SAR]



NET PROFIT [Million SAR]
PROFIT MARGIN %

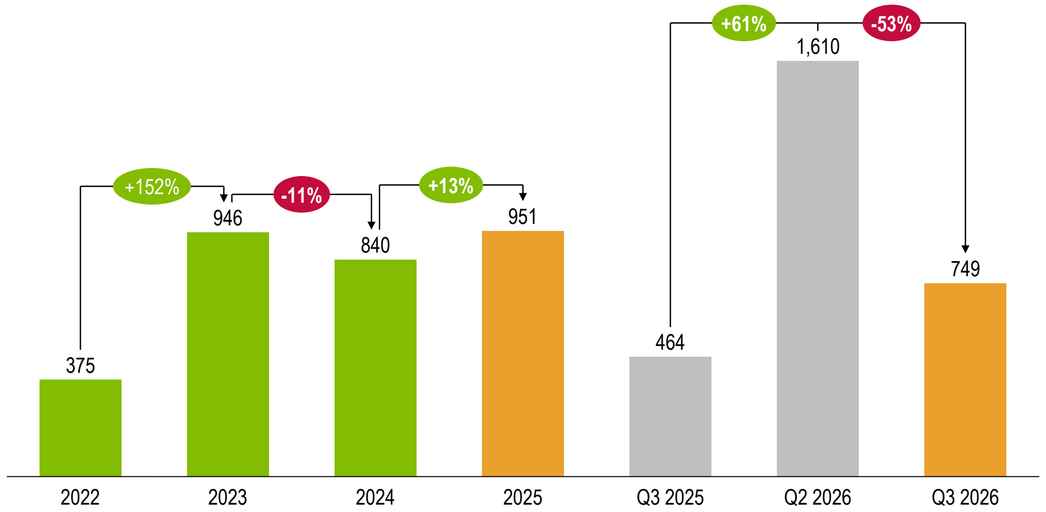


Debts [Million SAR]
Financing cost [Million SAR]

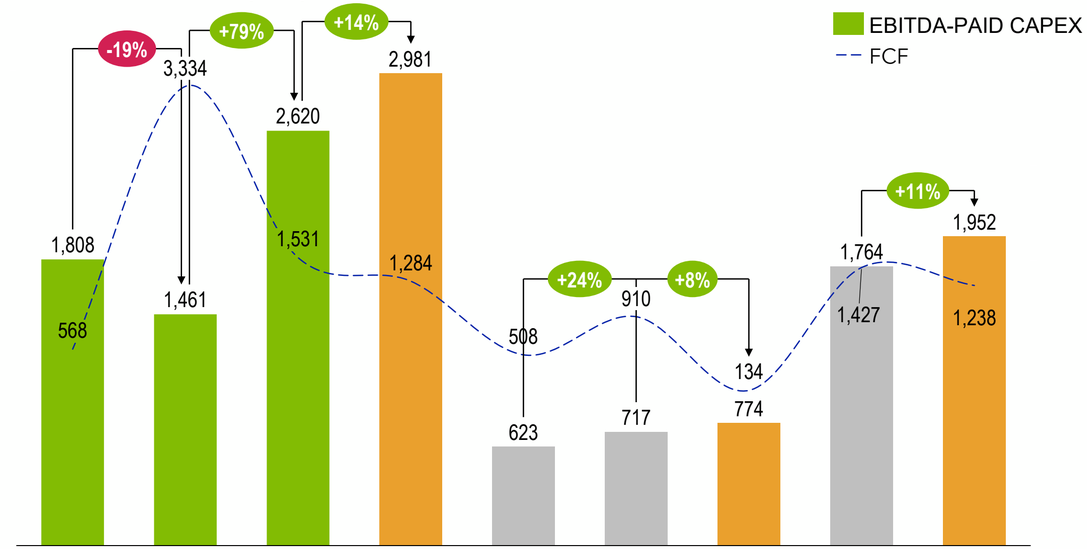


Financial Highlights

CASH BALANCE [Million SAR]

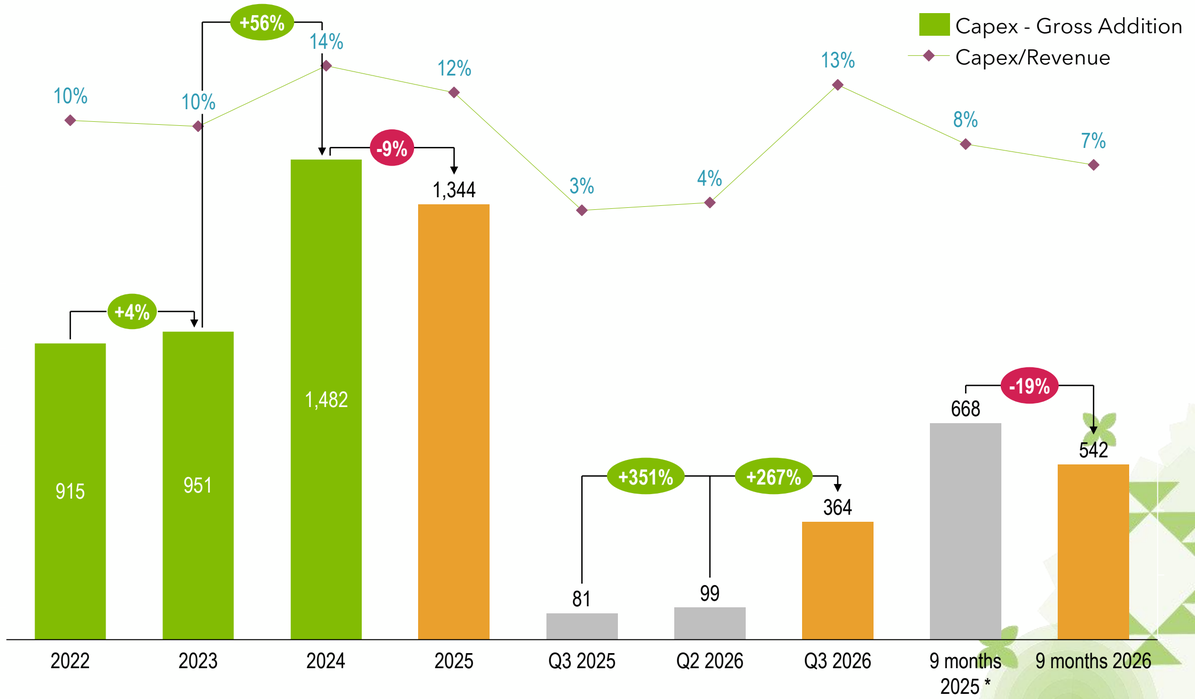


EBITDA – PAID CAPEX [Million SAR]
FREE CASH FLOW (FCF)



- PAID CAPEX relevant to fixed and intangible assets only

CAPEX [Million SAR]
CAPEX/ REVENUES %



- SAR 668 million Capex In the nine-month period ending 30 Sept 2025, includes the 600 MHZ Spectrum acquired for an amount of SAR 409 million.

Company Debt

Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR	Maturity
Murabaha Facility Arrangement (MFA)	Consortium of Six Banks	5,469	30 Sept 2030
New (MFA)	Al-Rajhi Bank	1,927	17 Feb 2030
CAPEX Facility	Al-Rajhi Bank	1,118	23 May 2034
WC Financing	ENBD	50	Q3 and Q4 2026
Total		8,564	

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

	Q3 2026	Q2 2026	Q1 2026	2025	2024	2023	2022	2021	2020	2019	2018
Net Debt *	7,815	7,001	7,600	7,611	7,359	6,842	8,777	9,009	9,088	14,227	14,218
Equity	10,965	10,829	11,077	10,876	10,707	10,591	9,802	9,042	8,729	4,103	4,012
EBITDA	3,463	3,486	3,464	3,473	3,323	2,978	3,155	3,128	3,441	3,823	3,009
Debt/(Debt +Equity)	44%	44%	43%	44%	43%	42%	48%	51%	54%	79%	80%
Net Debt/EBITDA	2.26	2.02	2.19	2.19	2.21	2.30	2.78	2.88	2.64	3.72	4.72
Debt/(Debt + LL +Equity)**	48%	49%	48%	49%	48%	46%	52%	55%	57%	80%	80%
Net Debt/EBITDA **	2.76	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

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

investor.relations@sa.zain.com

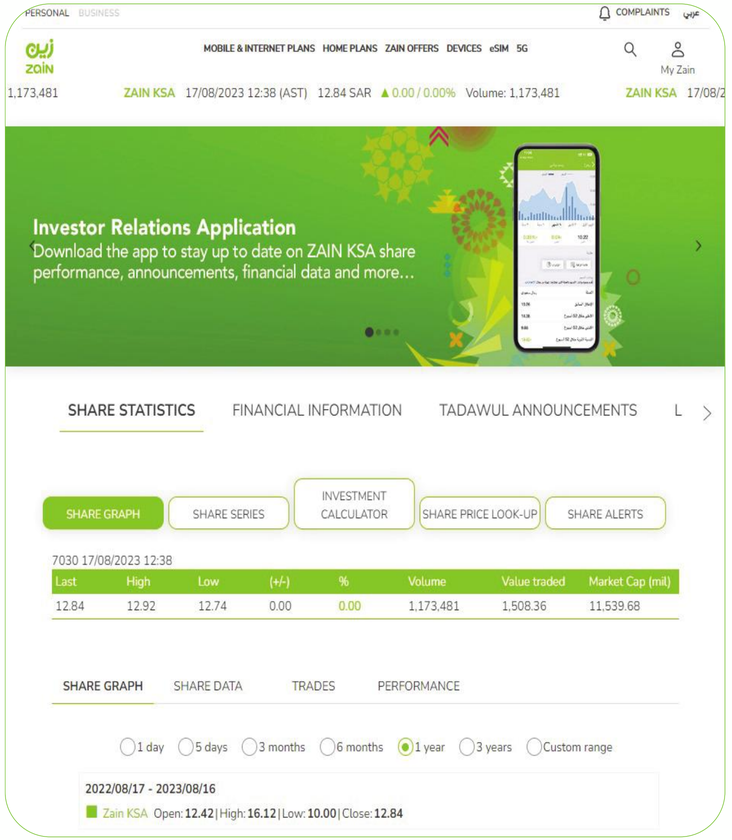
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Thank You

