

Welcome to Zain KSA Q1 2022 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.



Operational Update



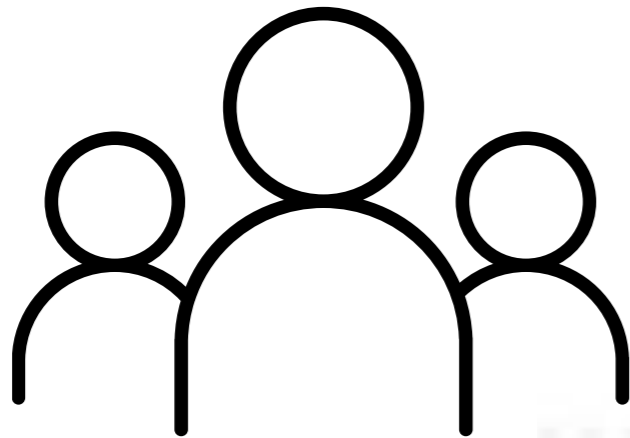
**Eng. Sultan Bin Abdulaziz
AlDeghaither
CEO**



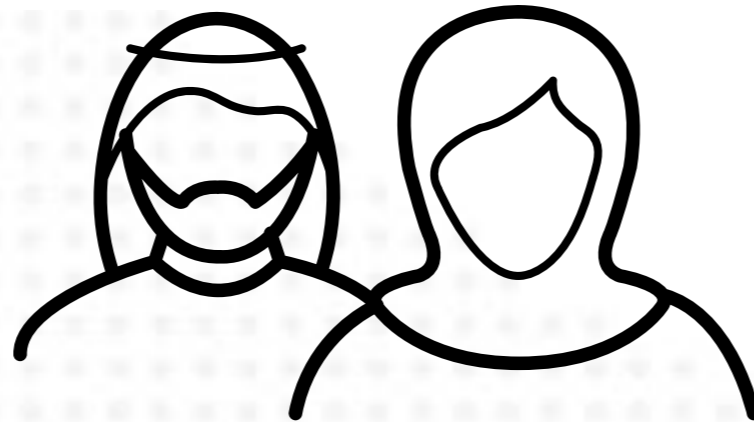
2021 Financial Results



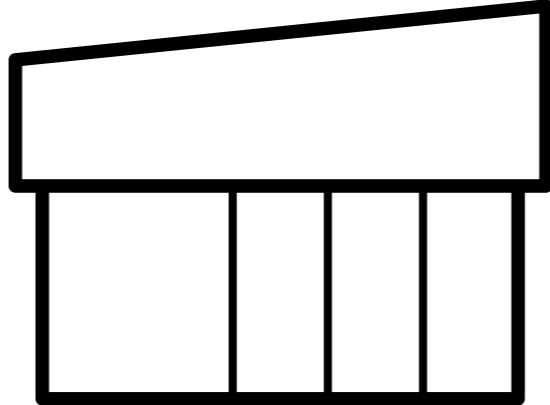
Zain Saudi Arabia Today



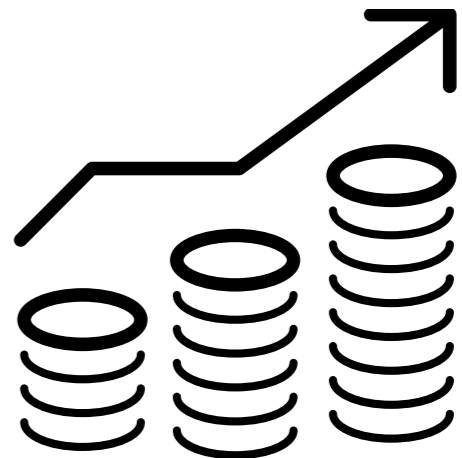
8.4 Million
Subscribers



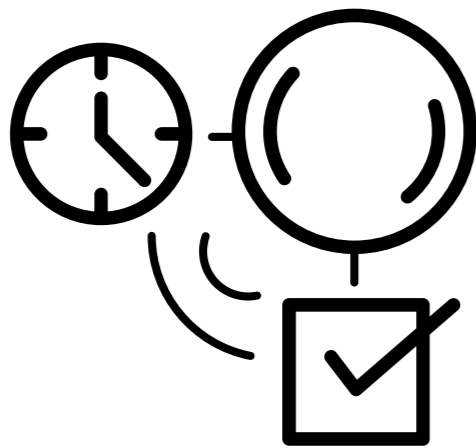
1,409 Zainers
Saudi: 85.46%
Woman: 14.40%



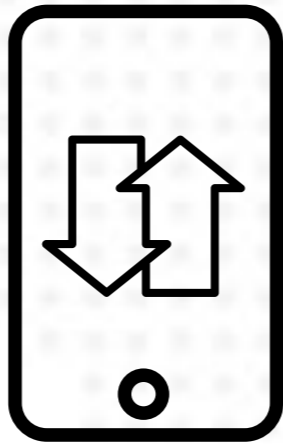
244 Shops
4,524 POS



44% Data Revenue
(Excluding SMS & VAS)



64 SAR
Blended ARPU



12,160 TB/Day
Average daily data traffic



99% 98% 94% 62.5%
2G 3G 4G 5G
Population coverage



9,979 Total number of sites
566 Cities covered by 3G
479 Cities covered by 4G
51 Cities covered by 5G

Leap 2022

Launches:

- 5G Stand Alone first time in the Kingdom

Use cases: 16

More than 12 MoUs and agreements:



مدينة الملك عبدالعزيز
للعلم والتقنية KACST



زین السعودية @ZainKSA · 2 Feb
ودك تعيش تجربة طائرة الدرون ؟
زورونا في المؤتمر التقني الدولي #LEAP22 واستمتعوا بالتجربة الرهيبة
سجل الآن : zain.sa/LEAP



MWC 2022



Launches:

Zain KSA Launched 5G LAN During MWC Barcelona

MoUs :

NOKIA



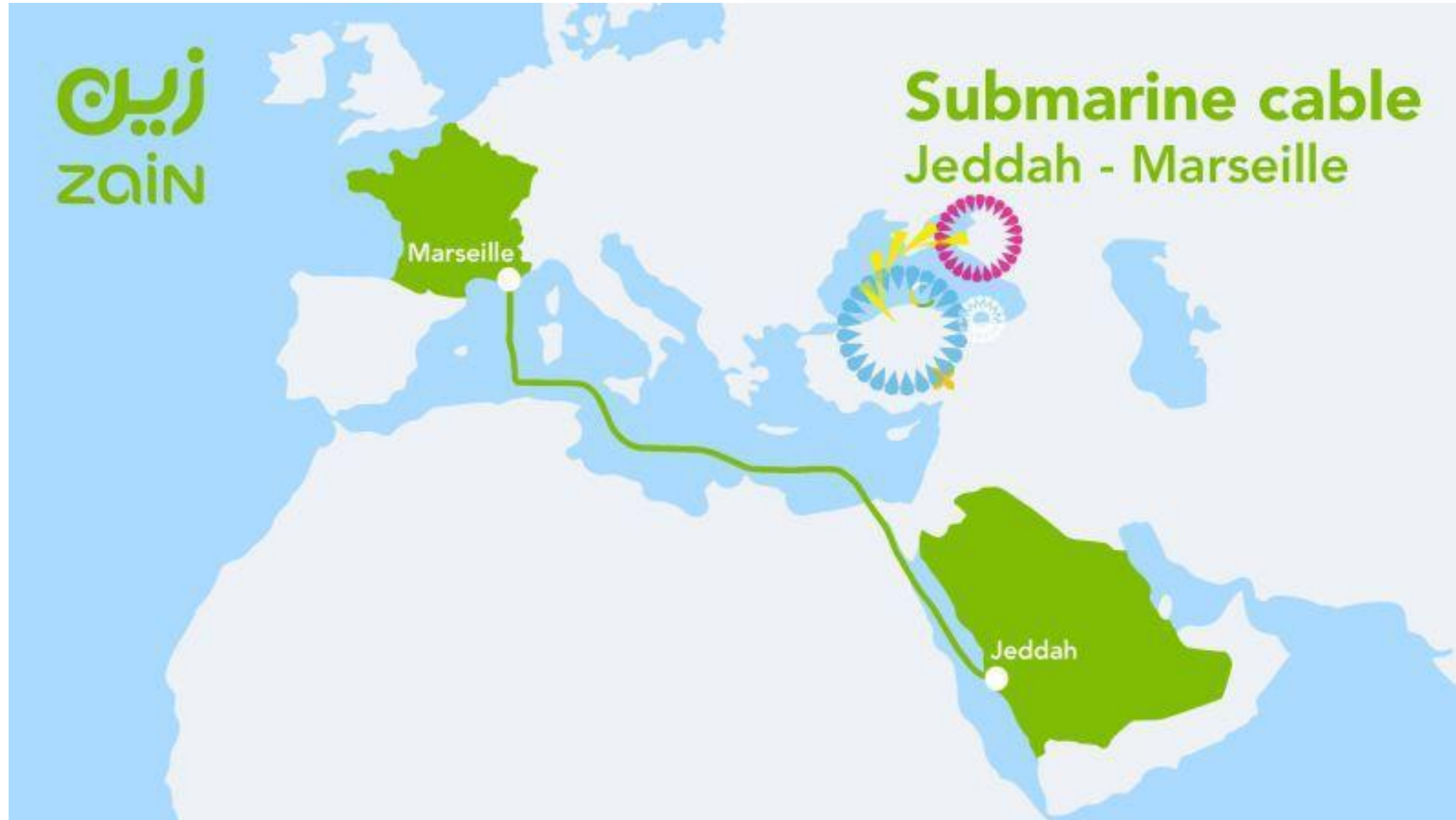
**Zain Cloud Receives the
Highest Rating (Class C) For
Cloud Computing Services
in the Kingdom**



Unveiling PlayHera MENA



Jeddah Marseille Submarine Cable



Financial Update

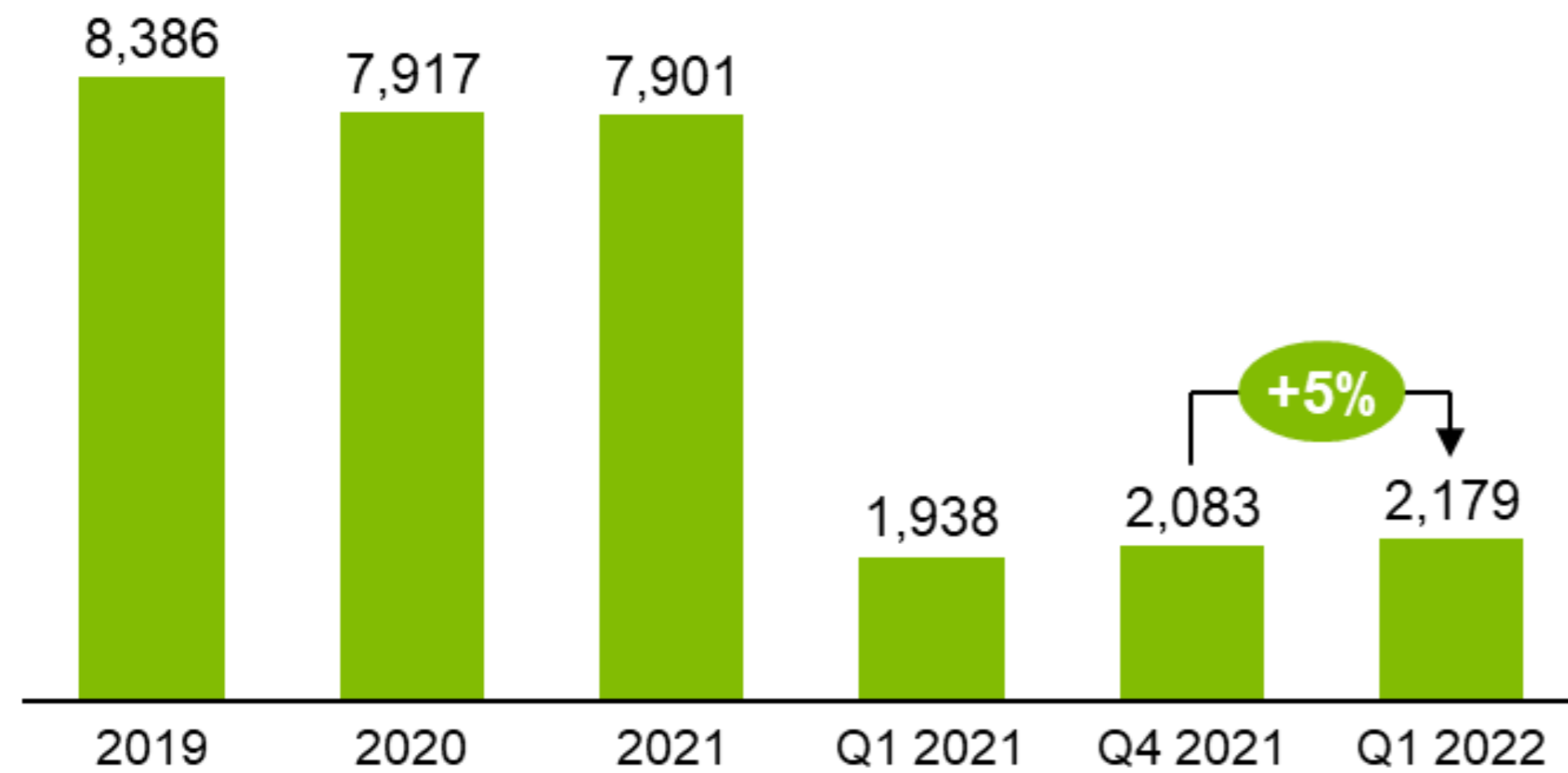


Mehdi Khalfaoui
CFO

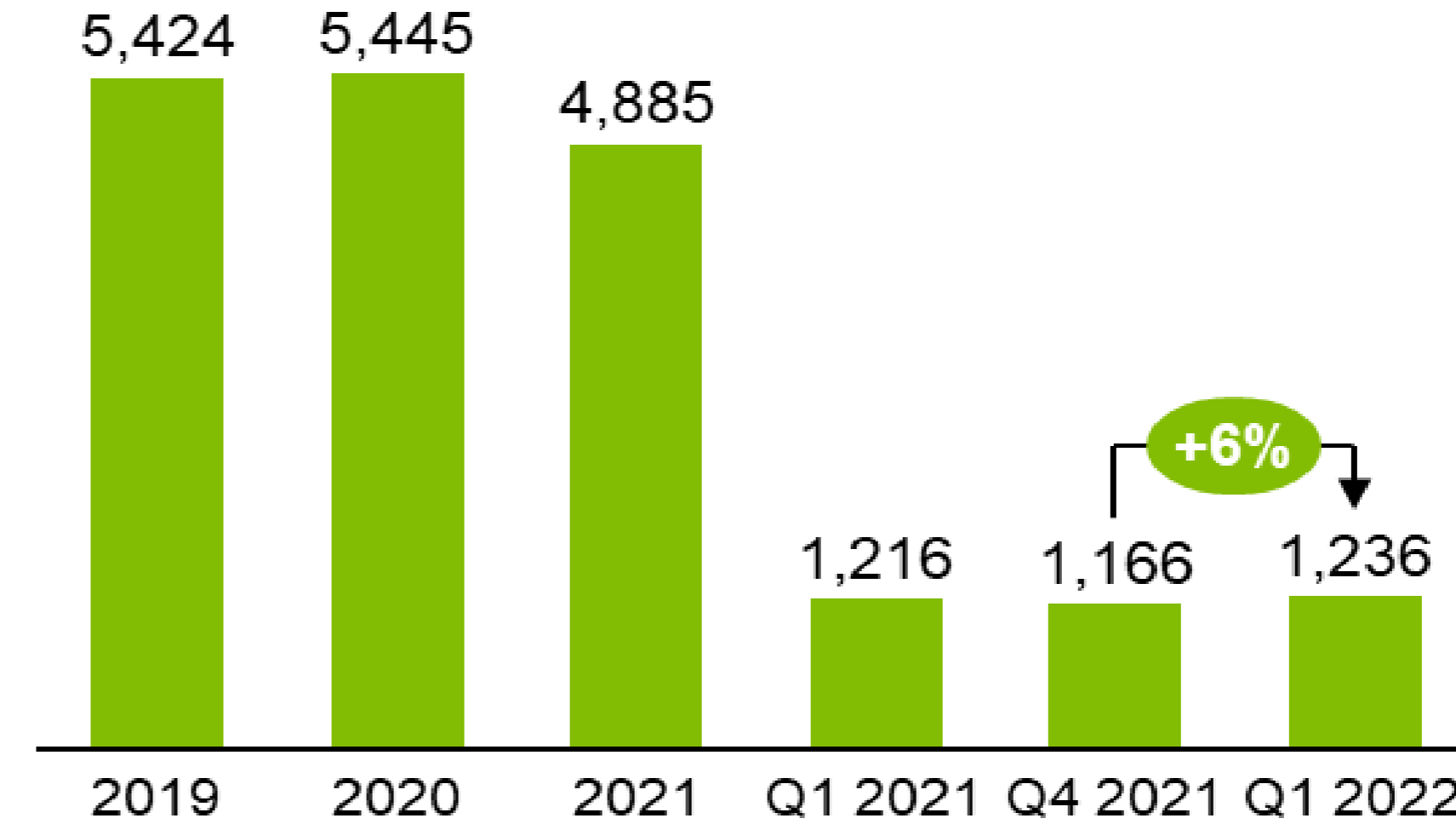


Financial highlights

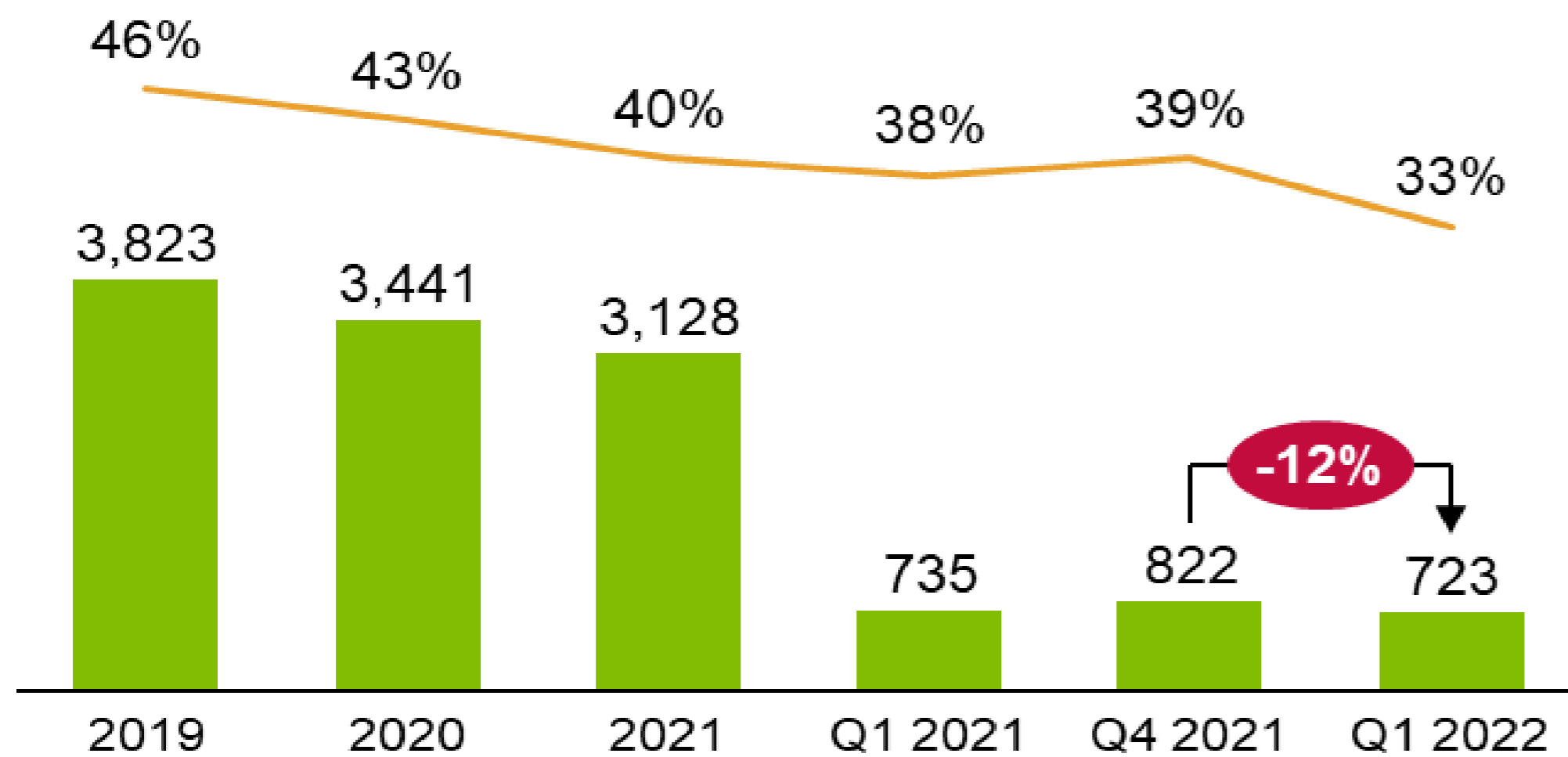
REVENUE [Million SAR]



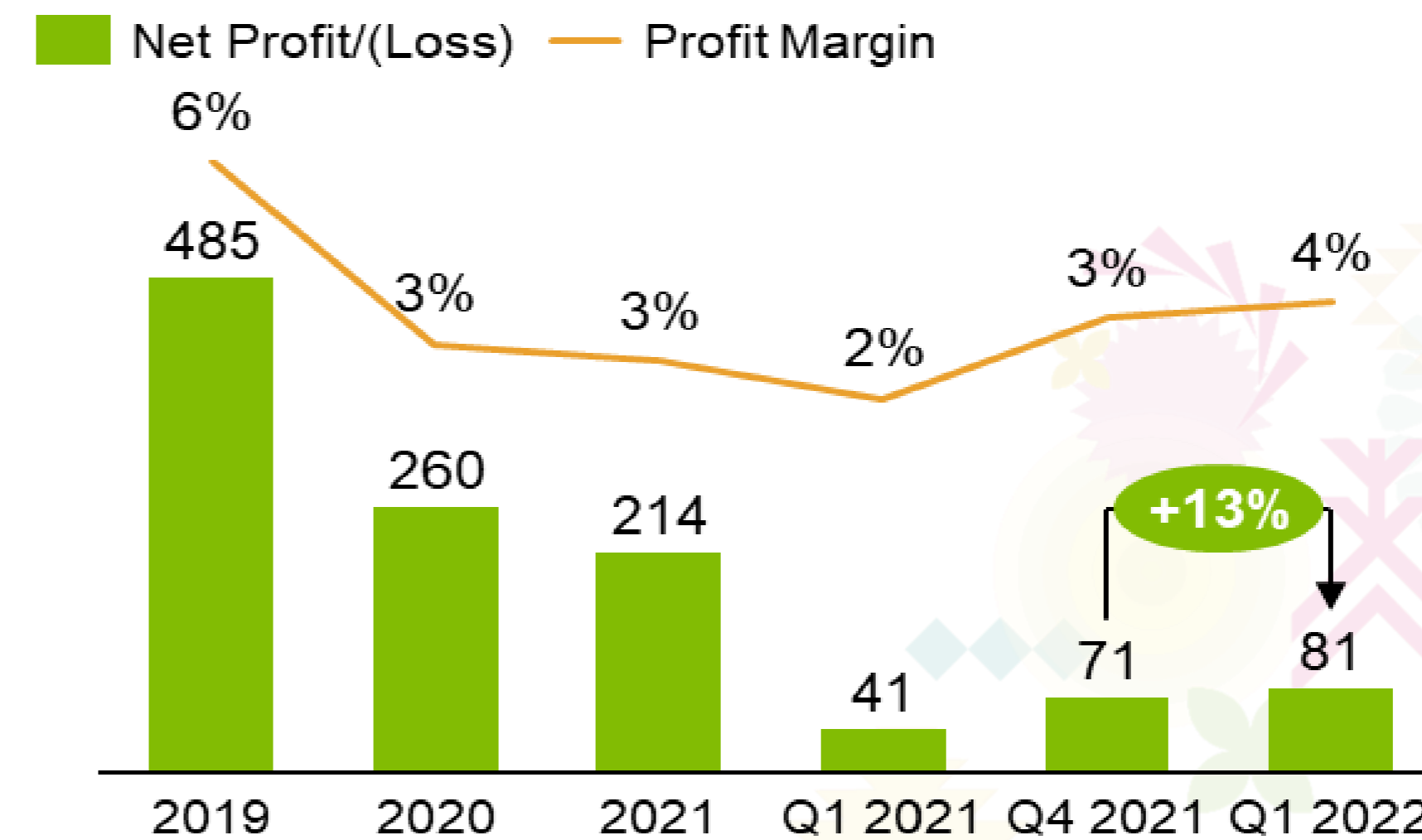
GROSS PROFIT [Million SAR]



EBITDA, EBITDA MARGIN [Million SAR]



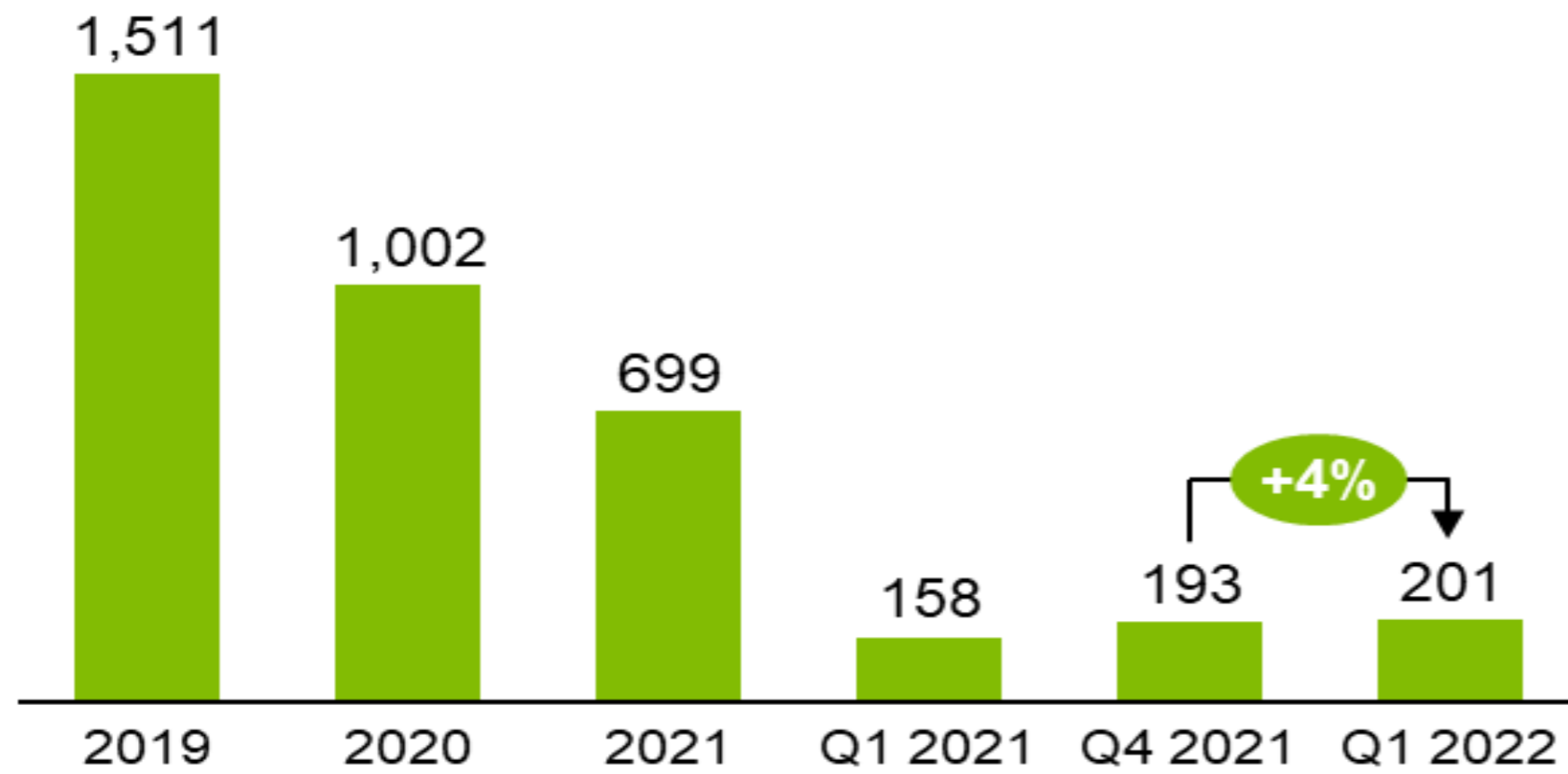
NET (LOSS) / PROFIT MARGIN [Million SAR]



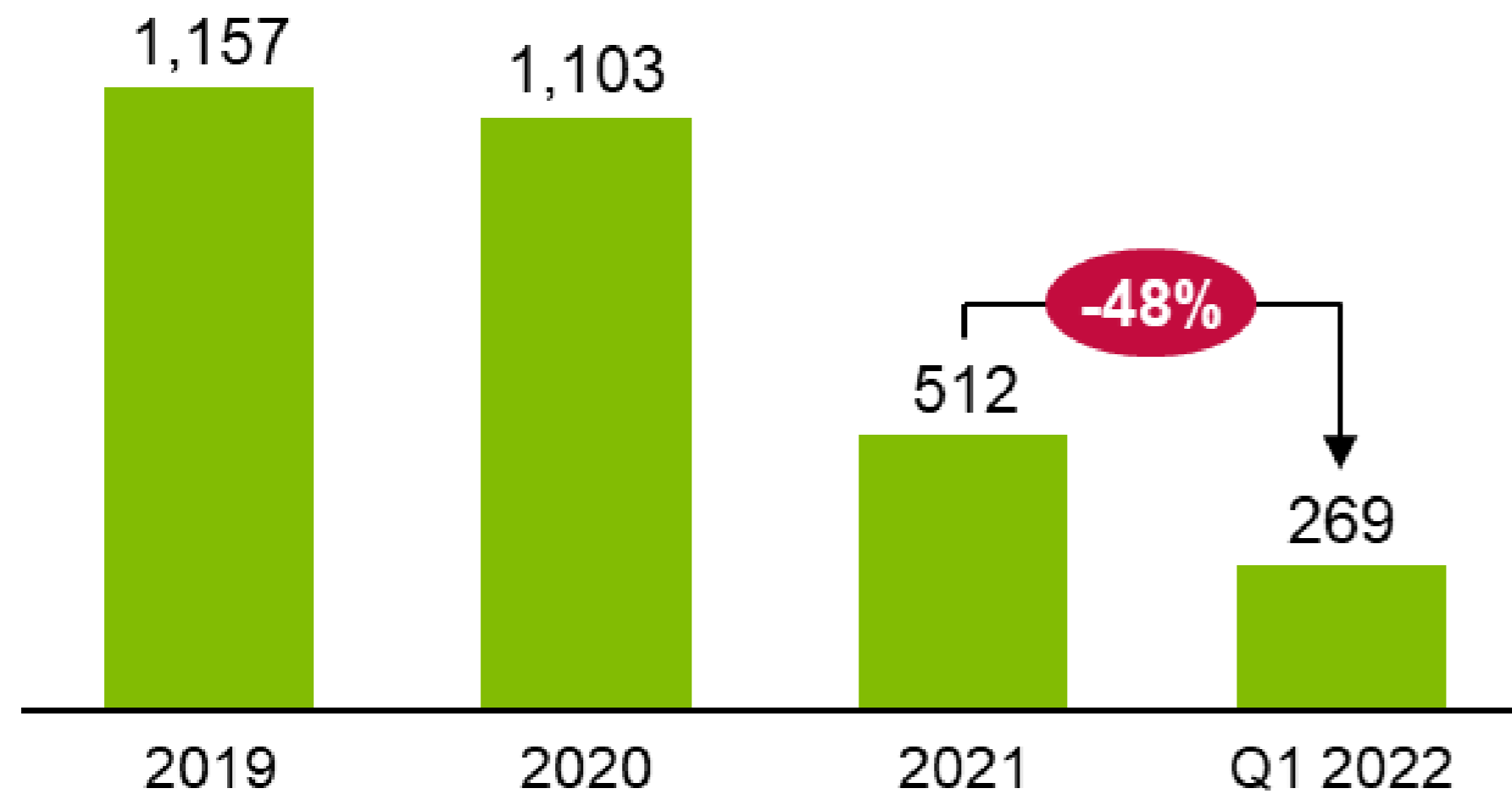
Certain comparatives figures have been reclassified to conform with the presentation in the current period.

Financial highlights

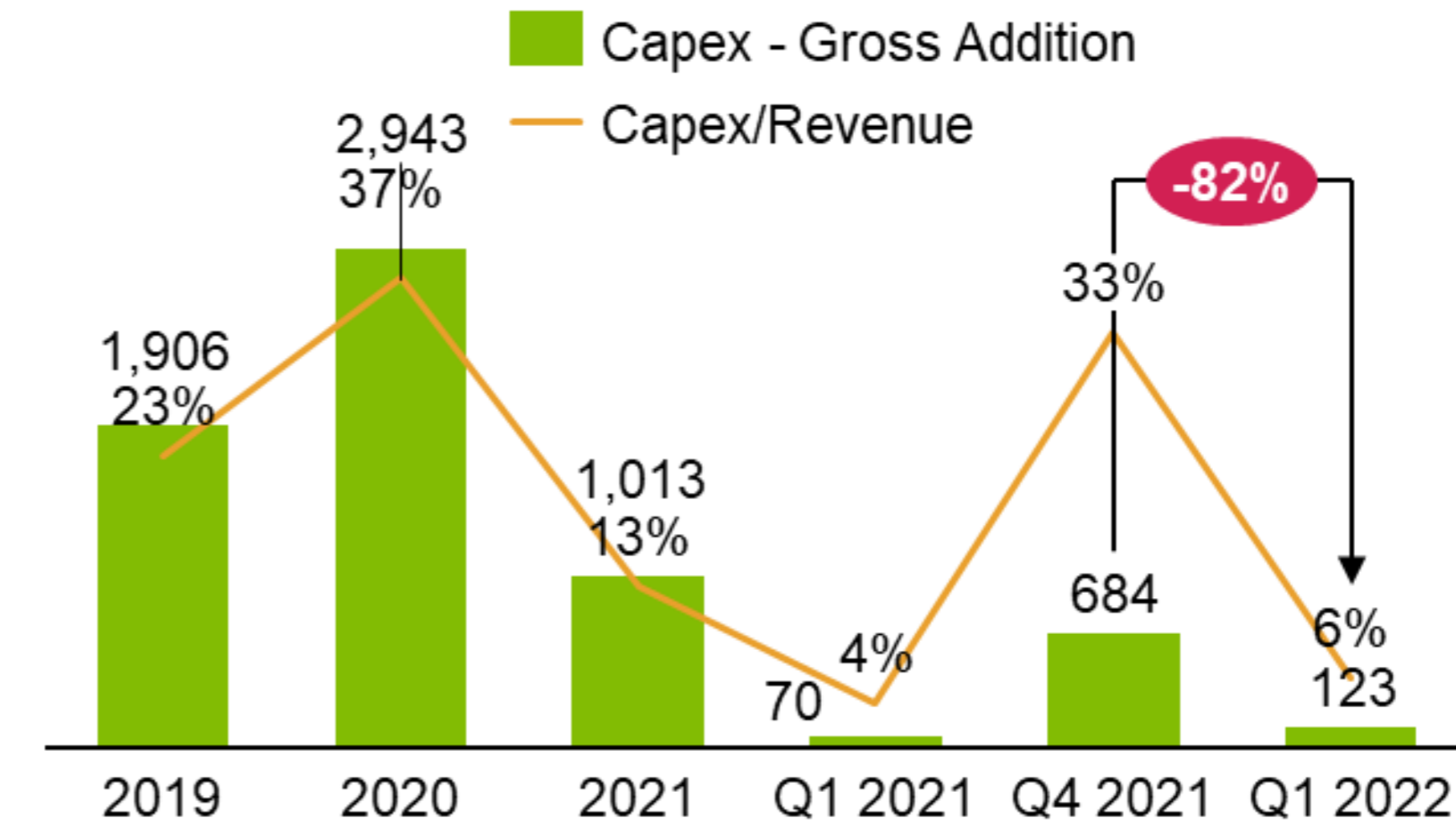
OPERATIONAL (LOSS/INCOME) [Million SAR]



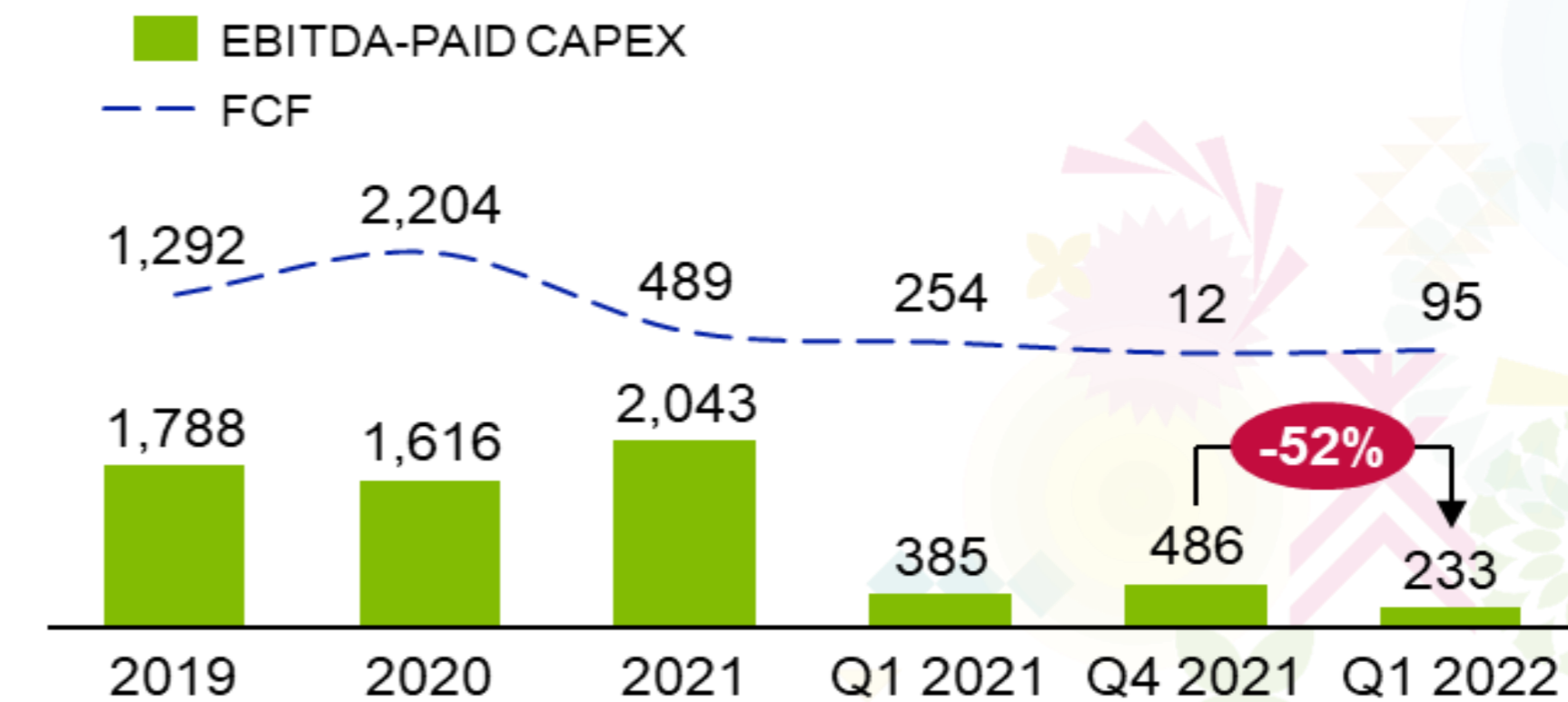
CASH BALANCE [Million SAR]



CAPEX, CAPEX/ REVENUES [Million SAR]



EBITDA – CAPEX [Million SAR]



- PAID CAPEX relevant to fixed and intangible assets
- Working Capita increased due to reclassification of MOF loan – current portion

Company Debt

With financial support from financial institutions, shareholders, and the Ministry of Finance.

Zain Saudi Arabia borrowings summary

Description	Party	Outstanding Amount in Million SAR
Murabaha Facility Arrangement (MFA)	Consortium of eight banks	3,501
Government Loan (MoF)	Ministry of Finance	3,585
Due to Shareholders*	Founding shareholders	85
Junior Murabaha Debt	Consortium of five banks	2,250

* Due to Shareholders do not bear interest

	Q1 2021	2021	2020	2019
Net Debt*	9,060,694	9,071,447	9,141,540	14,226,889
EBITDA	3,115,770	3,128,337	3,441,087	3,822,603
Debt/(Debt + Equity)	50.25%	51.46%	53.99%	78.95%
Net Debt/EBITDA (Annualized)	2.91	2.90	2.66	3.72

* Net Debt includes due to shareholders and excludes the management fee due balance

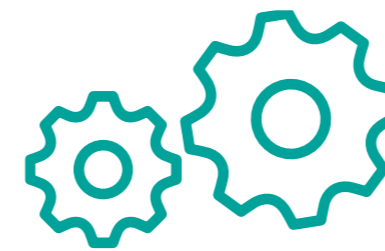


Company Debt



Evolve cost transformation initiatives

- Opportunity to approach business differently
- Increasing efficiencies to lower operating costs
- Aligning businesses to changing customer behavior



Taking Proactive Financial Measures

- Increased capex guidance while implementing efficient cost measures



Committed investment in key capital projects

- Network investment including 5G and expanding fiber
- Technology and content investment



Zain KSA Q1 2022 Earnings call Q&A



More information



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



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Investor Relations app

Investor Relations

The screenshot shows the Zain Investor Relations website. The top navigation bar includes 'PERSONAL BUSINESS', 'COMPLAINTS', and 'My Zain'. The main menu features 'VOICE PLANS', 'INTERNET', 'ZAIN OFFERS', 'DEVICES', 'ROAMING', 'eSIM', and '5G'. The 'FINANCIAL REPORTS' section is active, displaying a list of reports with download links for both Arabic and English versions.

Report	Arabic	English
Financial Statement 2021		
First Quarter	Download	Download
Second Quarter	Download	Download
Third Quarter	Download	Download
Board of Directors Report 2020		
Yearly Statement	Download	Download
Financial Statement 2020		
First Quarter	Download	Download
Second Quarter	Download	Download
Third Quarter	Download	Download

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