



INVESTOR PRESENTATION

Zain Group Q2 2024 Results

8 August 2024

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OUR GROUP AT A GLANCE – H1 2024



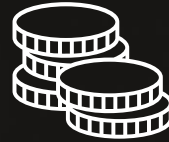
**47.8
MILLION**

ACTIVE CUSTOMERS
-9% YoY



**\$3.1
BILLION**

IN REVENUE
KD945 m
+2% YoY



**\$1.1
BILLION**

IN EBITDA
KD325 m
Normalized
Growth +1% YoY

+34%
EBITDA
MARGIN



**\$265
MILLION**

IN NET INCOME
KD81 m
Normalized
Growth +11% YoY



**6
CENTS**

IN EPS
19 FILS

OUR OPERATIONS



Over
8,600
EMPLOYEES



KUWAIT



KSA



IRAQ



SUDAN



JORDAN



BAHRAIN



SOUTH SUDAN

Contribution

REVENUE %
CUSTOMERS %

20% | 6%

44% | 19%

17% | 40%

4% | 21%

9% | 8%

3% | 2%

1% | 4%

- ZAIN HAS A 15.5% OWNERSHIP IN MOROCCAN MOBILE OPERATOR "INWI"
- ZAINTECH, ZOI & TASC TOWERS HAVE THEIR HQs IN UAE

KEY EVENTS



TASC TOWERS



PLAYHERA

TELCO CORE

- **40%** of Zain Sudan sites are active, and **gradually improving**
- Impairment of Zain Sudan Assets **\$20m**
- **5G** Commercial Activities in **Jordan**
- “**Plan Z**” initiative to support Zain Sudan employees affected by the war

INTERIM DIVIDENDS

For the **4th** consecutive year, the Board declares an interim dividend of **10 fils** per share for the **first six months of 2024**, subject to regulatory approval



- **Reactivation of Bede Sudan Project**
- **Bede Kuwait** is in the Final stage to launch end of 2024



- ZOI shines at **Carrier Community Awards 2024** winning “**Best Subsea Cable Operator**” & “**Best Young Professional**” Awards
- **PEACE**: Jeddah Branch has been ready for service during 2024
- **Africa-1, Blue Raman and KSA TN** ready by 2025



- ZainTECH acquires **AWS partner Citrus Consulting**
- **Total Sales** for H1'24 were \$41m **up by 52%** compared to \$27m in H1'23 on account of consolidation of new entities

4SIGHT

Creating Our Sustainable & Digital Future



01 Digital Transformation

Transforming the **telco core** to provide customers with the best experience, while simultaneously streamlining the back end and reaping the best of analytics for Zain to thrive and even lead in the digital era



02 Enterprise and Government

Working closely with organizations of all sizes to provide them with the necessary connectivity and the latest solutions required to achieve their business and operational objectives

EVOLUTION OF TELCO



03 Fixed and Convergence

Transforming from a mobile centric telecom into an integrated player offering fixed-mobile convergence and serving the needs of consumers and businesses



04 Portfolio Optimization

Continuously seeking opportunities to realize synergies and unlock potential value through M&A activities

ICT 01



Establishing a regional center of excellence developing and providing the latest ICT, managed services and digital solutions

Digital Infrastructure 02



Building a leading independent digital infrastructure player including TowerCo, Data Center Co, Fiber Co and others as relevant

GROWTH VERTICALS

Fintech 03



Introducing a suite of digital financial and insurance services contributing to the evolution of the region's digital ecosystem

Digital Services 04



Leading the development of the digital services' landscape in the region

Zain, Ooredoo and TASC Towers Create the Largest Tower Company in the MENA Region valued at USD 2.2 Billion



Bader Nasser Al Kharafi
Zain Group VC & CEO

Aziz Aluthman Fakhro
Ooredoo Group CEO



UPDATE :

The transaction (initial market closings) is in progress and is expected to be completed by 2024

STRATEGIC IMPORTANCE

PRIMARY PROVIDER

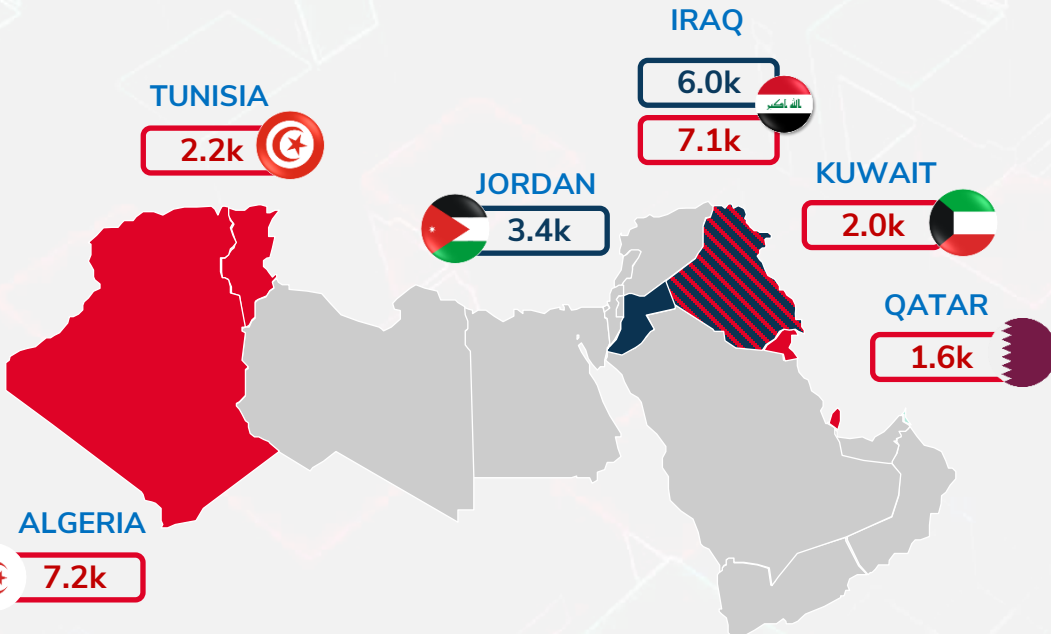
TASC will be the primary provider to both Ooredoo and Zain for passive infrastructure in its footprint markets

NATIONAL CHAMPION

TASC will be either a first mover and / or leading provider for passive infrastructure in its respective presence markets

ANCHOR SHAREHOLDERS

TASC will have the support of 2 strong shareholders but will be managed by an independent management team



USD **500m** USD **200m**

LEASE AGREEMENTS	~30,000 TOWERS	ANNUAL REVENUE	ANNUAL EBITDAaL*
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* EBITDAaL: EBITDA after Lease

- Serving markets with population of **120m** and **20** wireless and FW operators
- Operating model will provide passive **infrastructure as a service**
- Zain** and **Ooredoo** will equally retain 49.3% each in the new entity through a cash and share deal

ZOI TO ESTABLISH A ONE-OF-A-KIND PAN MIDDLE EASTERN NETWORK TOGETHER WITH EXTENSIVE GLOBAL ASSETS

- Zain Group and Omantel launched Zain Omantel International (ZOI) at the ITW Wholesale event in Washington, with HQ in Dubai. The first regional wholesale JV.
- ZOI is owned by Zain Group, Zain KSA & Omantel and will initially have an asset-light model (managing the shareholders' assets) while building its own network.
- By combining the strengths of its owners, ZOI will act as a global wholesale provider by offering unique propositions to the Group's OpCos and third parties.

OBJECTIVES



Manage/invest in the **regional & int'l subsea and terrestrial networks** connecting OpCo countries & key international target markets.



Create new revenue, **cost efficiencies and value creation opportunities** in the businesses of OpCos and shareholders.



Increase the utilization of **international assets** across Zain Group and Omantel.

SERVICE SCOPE



INT'L VOICE



INT'L MESSAGING



INT'L CONNECTIVITY



GLOBAL ENTERPRISE PRODUCTS



ROAMING



ZAIN OMANTEL INTERNATIONAL : UPDATE ON CABLE NETWORK



- Zain is part of the Pakistan to East African and Europe system Africa-1, and the landing party in Sudan.
- Besides Sudan, Africa-1 connects Kenya in phase 1, followed by expansion along the coast to South Africa in phase 2.
- Africa-1 will provide much-needed connectivity to the African continent, enabling ZOI to expand its market reach.



- Zain owns a stake in the Blue Raman System, a joint consortium cable between Google, Omantel, and Sparkle.
- Blue Raman is the latest generation high-capacity system connecting India with Europe, over the Middle East.
- ZOI will manage sales on behalf of the consortium and also manage the assets of Zain and Omantel.



- The PEACE cable is a JV between PCCW and Hengtong, connecting Asia, the Middle East, Africa, and Europe.
- Zain is deploying a full solution from Jeddah to Europe with its own branch and landing station in Jeddah.
- PEACE will enable Zain to rely less on third-party networks for serving its OpCos, reducing its cost-base.



- ZOI is building a +7,000 km redundant fiber network connecting KSA with all neighboring countries in multiple rings.
- This first-of-its-kind PAN-ME network will position ZOI as the only player to connect all GCC countries (and Yemen, Iraq, and Jordan) on its own network, offering unique services between the Indian Ocean, Arabian Gulf, and Red Sea.

THE SUBSEA CABLES WILL PROVIDE ZAIN WITH FULL OPERATIONAL INDEPENDENCE AND A GENUINE CRITICAL FACTOR CAPABLE TO FOSTER DIGITAL TRANSFORMATION INITIATIVES IN THE REGION, PARTICULARLY FOR CLOUD AND IOT SERVICES.

THE REGIONAL INTEGRATED DIGITAL SOLUTION PROVIDER, UNIFYING ZAIN GROUP'S ICT ASSETS TO OFFER A UNIQUE VALUE PROPOSITION OF COMPREHENSIVE DIGITAL SOLUTIONS AND SERVICES UNDER ONE ROOF.

REGIONAL BIGGEST FOOTPRINT

Bahrain . Iraq . Jordan . Kuwait . Oman



.Saudi Arabia . Sudan . South Sudan . UAE



LINES OF BUSINESS

CLOUD, CYBERSECURITY, BIG DATA, IOT, AI, SMART CITIES, DRONES AND ROBOTICS, AND EMERGING TECHNOLOGIES.

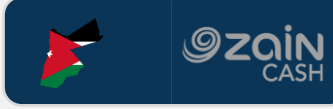
STRATEGIC PARTNERSHIPS



ACQUISITIONS



ZAIN FINTECH MILESTONES



UPCOMING PLANS



- Making significant progress since the launch February 6th
- Ongoing summer activations to increase the customer base

- Implementation of significant enhancement for online onboarding
- Relocation to the New Head Office
- Drive momentum for credit cards acquisition and utilization covering all governorates

BEDE SUDAN : Post the launch of the new network in Sudan, the Fintech offering is being revised.

SOUTH SUDAN : ongoing discussions to improve the partnership agreement with M-Gurush.

- Banking Partnership with Boubyan agreement was signed, technical integration is under process
- Branding Project and all necessary guidelines completed.
- New Application/platform being developed by FOO with scheduled delivery Q3 2024

- Q2 Performance continued pivot to better quality driving better future performance with 23% lift on Q1 sales.
- registrations, conversion, and sales.
- Optimized customer journey to drive lower direct costs as the business scales.

- Developed the first phase/milestone of the BAAS/FAAS platform
- Started focusing on the Digital Banking Channel platform
- Expanding FOO Saudi presence, adding more resources in KSA



ZAIN VENTURES

- Zain Ventures is the Corporate Venture Capital arm of Zain looking for opportunities in the world of venture capital.
- Invested in regional and international VC funds as well as direct strategic investments, creating synergies and leveraging on Zain's geographical reach and customers.

INVESTMENT IN FUNDS



DIRECT INVESTMENTS



INVESTED	EXISTING VALUATION
\$19.9m	1.5x

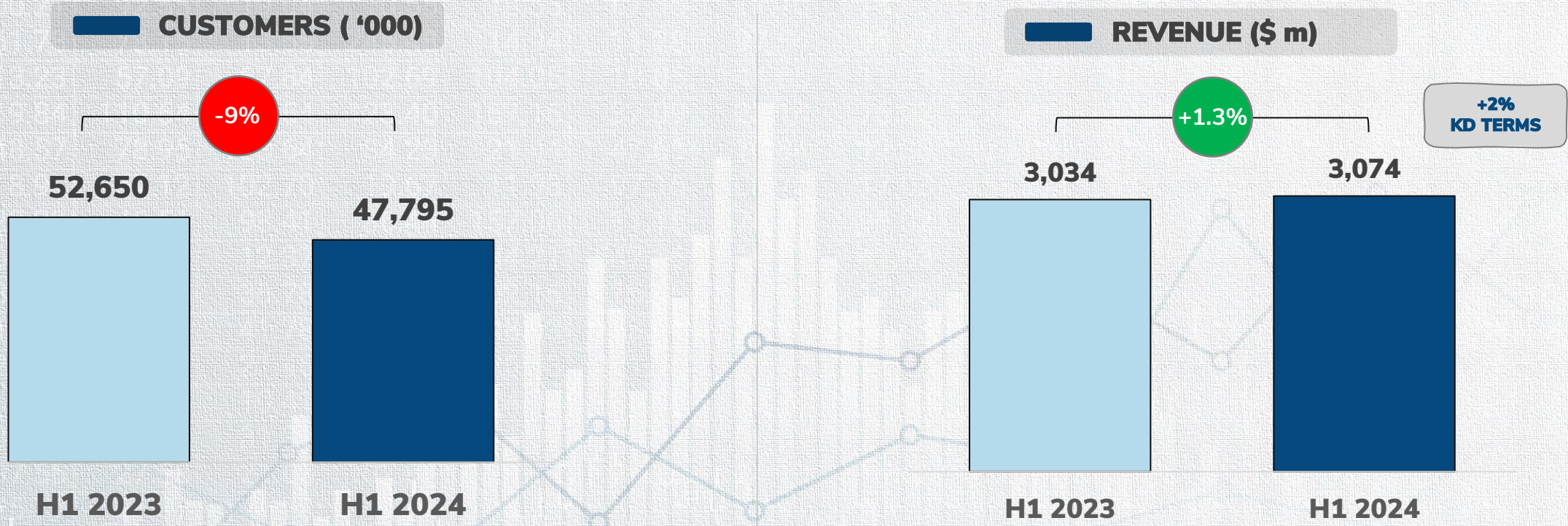


ZAIN HAS EVOLVED AS AN ACTIVE PLAYER WITH A FOCUS ON STRATEGIC INVESTMENTS

GROUP FINANCIAL REVIEW

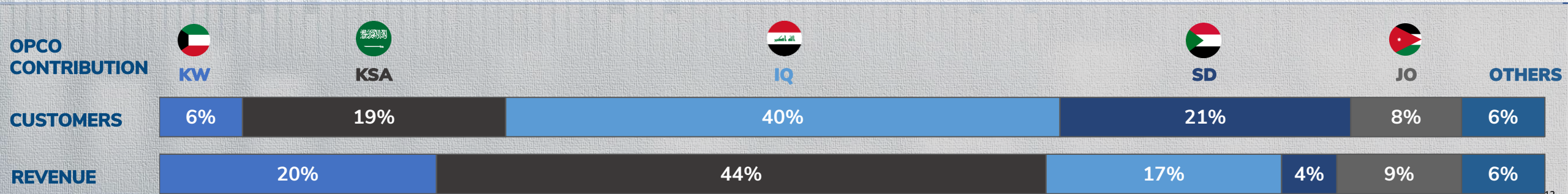


GROUP KPIs

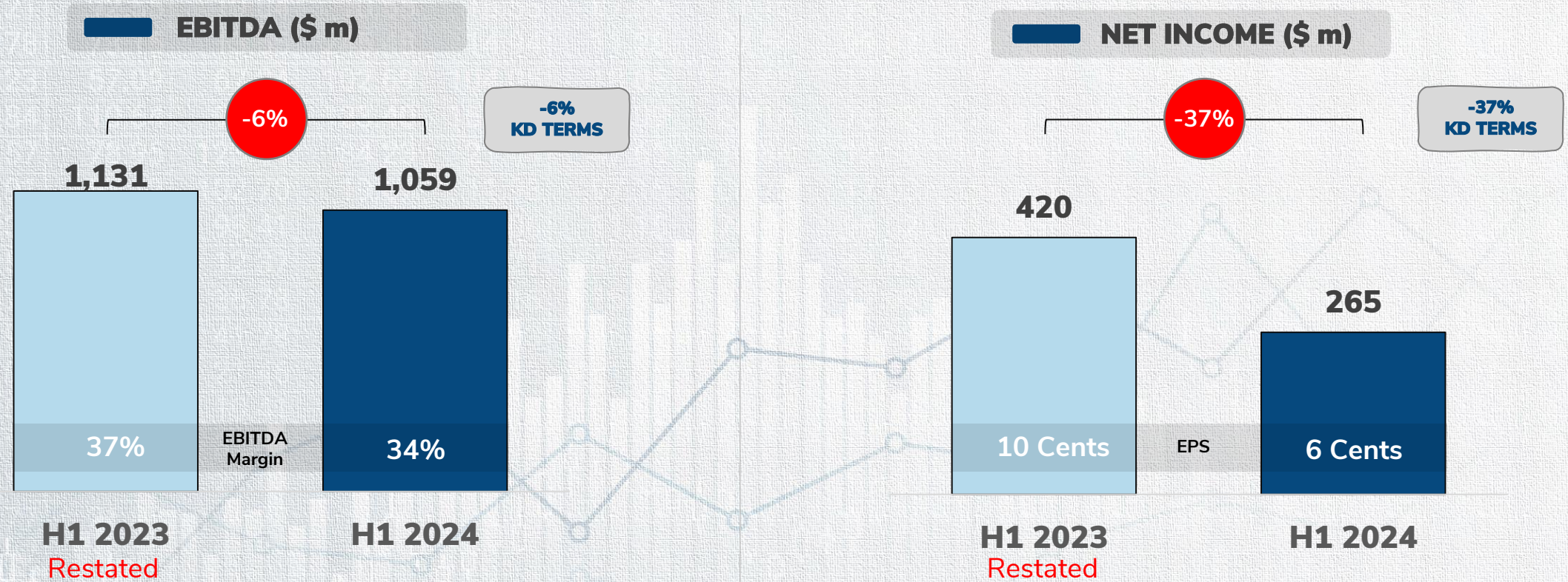


The Sudan crisis significantly impacted our group customer base. However, due to successful network stabilization efforts in Sudan, 5 million customers have returned to the network, resulting in an exceptional 13% increase from Q1 2024

Strong top-line performance across all operations, excluding Sudan due to ongoing crisis and network challenges



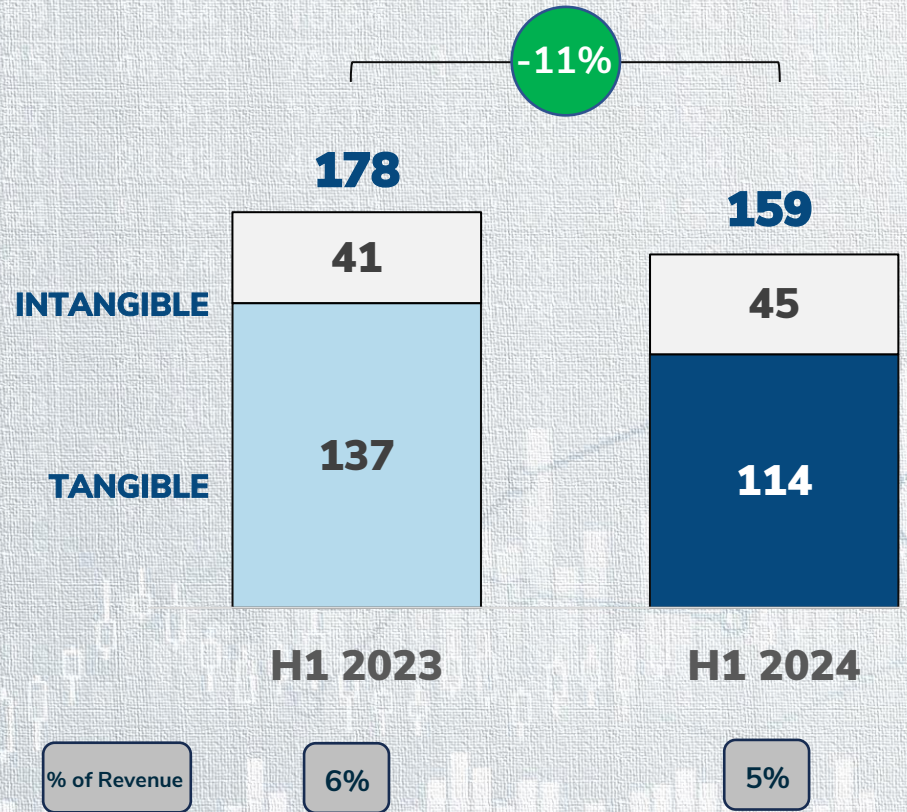
GROUP EBITDA & NET INCOME



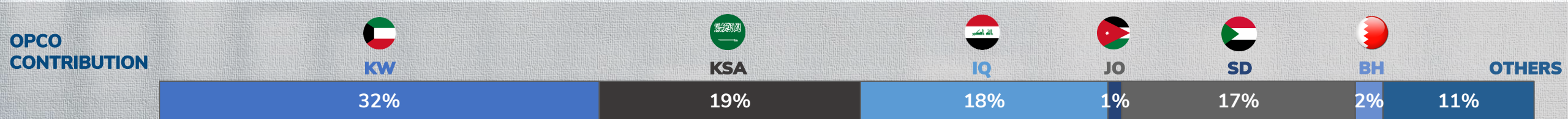
- For H1 2024, **Normalized EBITDA growth** and **Normalized Net Income growth** was **1%** and **11%** YoY respectively.
- Normalized EBITDA and net income growth are adjusted to the **number range claim** and **Tower transaction gain** in H1 2023.
- Impairment of Fixed Assets in Sudan USD 20 million in Q2 2024

GROUP TOTAL CAPEX

(USD m)



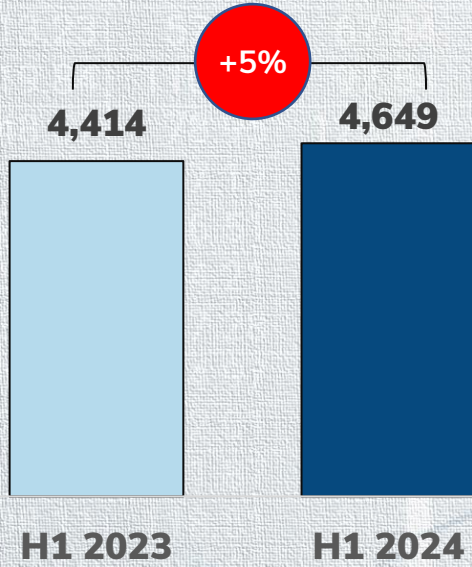
- Continuation of expansion of 5G & 4G networks across Opcos
- investment in FTTH in Jordan to reach more homes and regions
- IT BSS modernization across many opcos
- Data Center Modernization
- Transmission capacity upgrades details



DEBT PROFILE

(USD m)

DUE TO BANKS (\$ m)



~2.2x

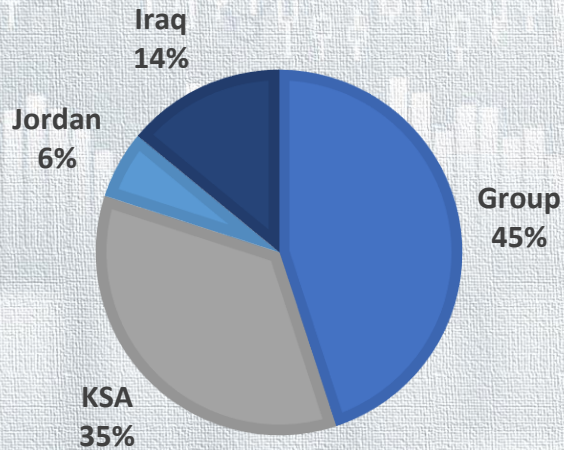
Total Net Debt / EBITDA
Among the lowest in the region

Effective Interest Rate

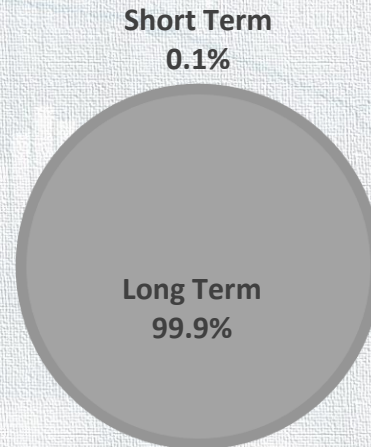
6.80%

As at 30 Jun 2024

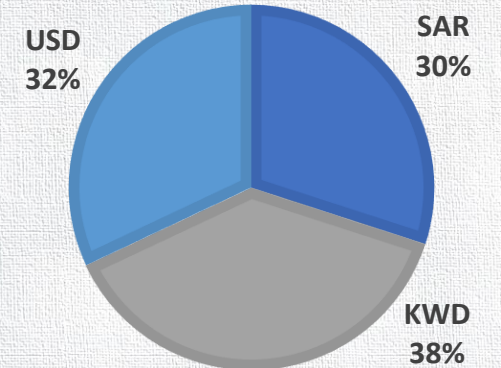
DEBT BY OPCO



DEBT BY MATURITY



DEBT BY CURRENCY



GROUP FINANCIAL KPIs

(KWD m)

Restated

Income Statement (KWD m)	H1 2024	H1 2023
Revenue	945	930
EBITDA	325	347
Net Income	81	129
EPS (Fils)	19	30

Balance Sheet (KWD m)	Jun 2024	Jun 2023
Cash and Cash Equivalents	216	279
Total Assets	4,935	5,020
Total Debt	1,426	1,357
Total Equity	1,852	1,969

Cash Flow (KWD m)	Jun 2024	Jun 2023
Operating	171	171
Investing	(161)	76
FCF	10	247
Financing	(78)	(202)
Effect of FX impact	(34)	6
Ending Cash & Cash Equivalents	210	277

Zain Group H1-24 revenue grew 2% YoY due to strong top-line performance across all major operations mainly Iraq, Kuwait and KSA. This is despite the ongoing conflict in Sudan, which resulted in significant network operational challenges and currency devaluation. However, network services and coverage areas in Sudan are gradually improving.

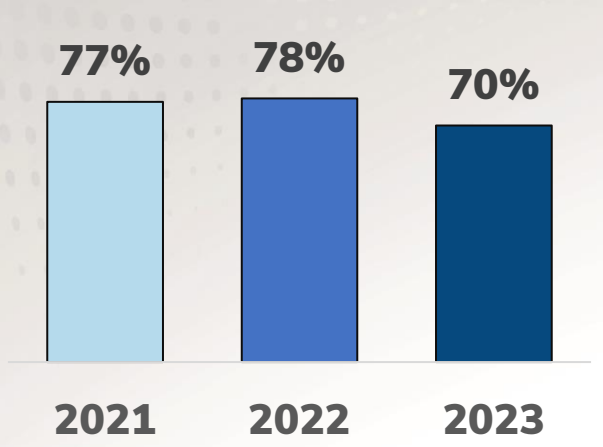
The decrease in H1-24 net income compared to restated H1-23 net income is mainly due to one-time 'gain on sale and leaseback of KSA tower transaction' amounting to KD94m (Group share: KD35m) and Kuwait Number range claim in H1-23. Excluding the impact of Tower transaction gain and number range claim in H1-23, normalized net income for H1 2024 grew 11% YoY.

The restatement of the H1-23 consolidated statement of profit & loss was due to the accounting of KSA tower transaction which was revisited in the fourth quarter of 2023 due to the significant judgements and estimations involved in assessing transfer of control.

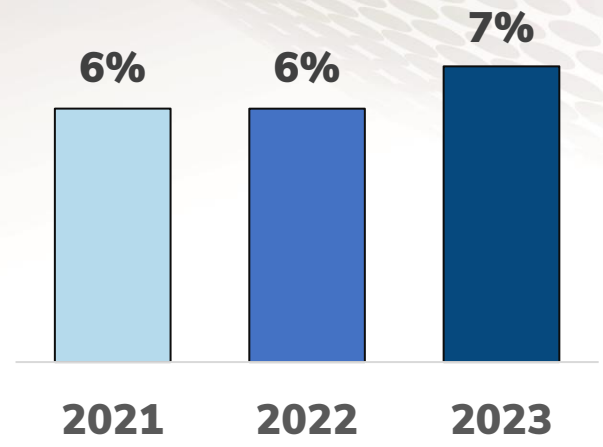
There is no impact of above restatement and reclassifications on the net profit and the consolidated financial statement reported and issued as at 31 December 2023, as all necessary adjustments required have already been accounted for in the consolidated financial statements for the year ended 31 December 2023.

DIVIDENDS

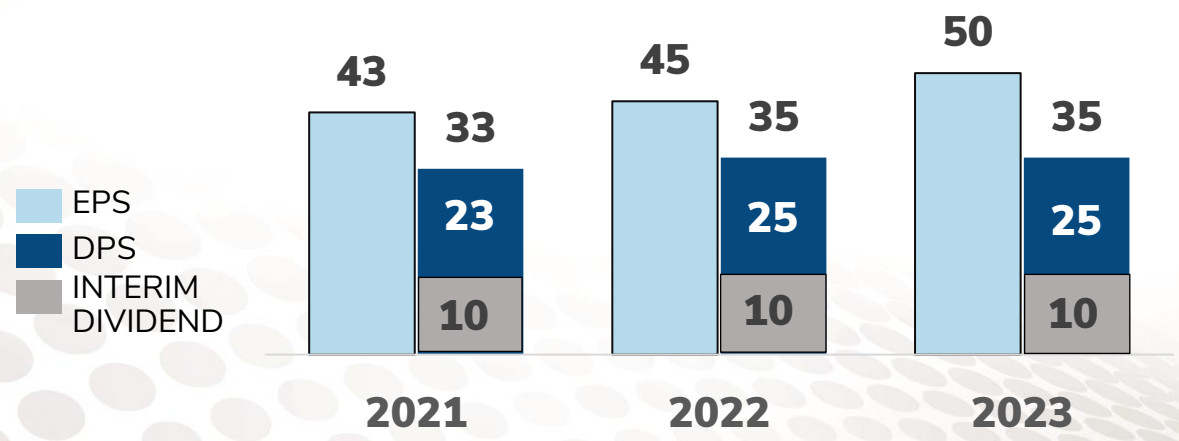
DIVIDEND PAY-OUT RATIO



DIVIDEND YIELD



EPS & DPS (Fils)



- For the 4th consecutive year, the Board declared interim dividend of 10 fils per share for the first six months of 2024.
- AGM approved 25 Fils for H2 2023 to total 35 Fils dividends for 2023.
- 75% range - Average dividend payout ratio.
- AGM approved adoption of a minimum cash dividend policy of 35 fils per share for three years, commencing 2023.

ZAIN SHARE PRICE

TOTAL SHARES

4,327,058,909

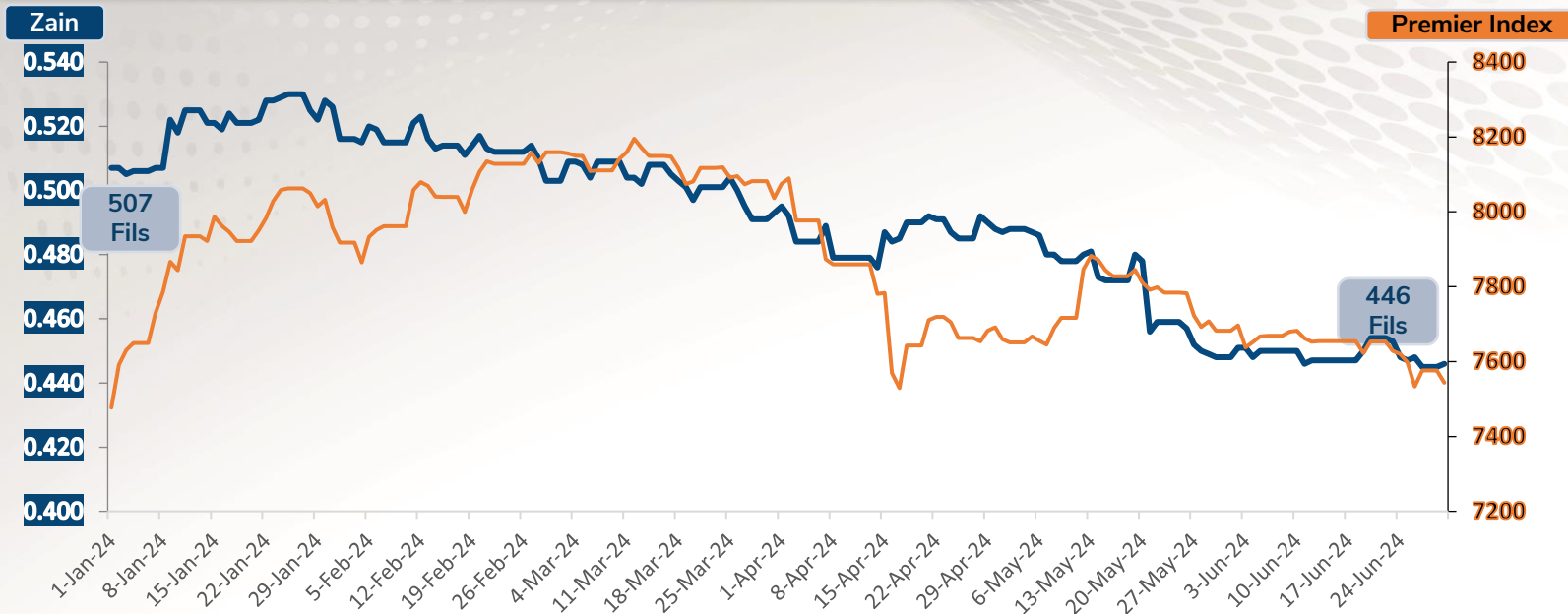
P/E

~12 TIMES

MARKET CAP

USD 6.3 BILLION

ZAIN SHARE PRICE VS. PREMIER MARKET INDEX MOVEMENT



SHARES

4,327,058,909

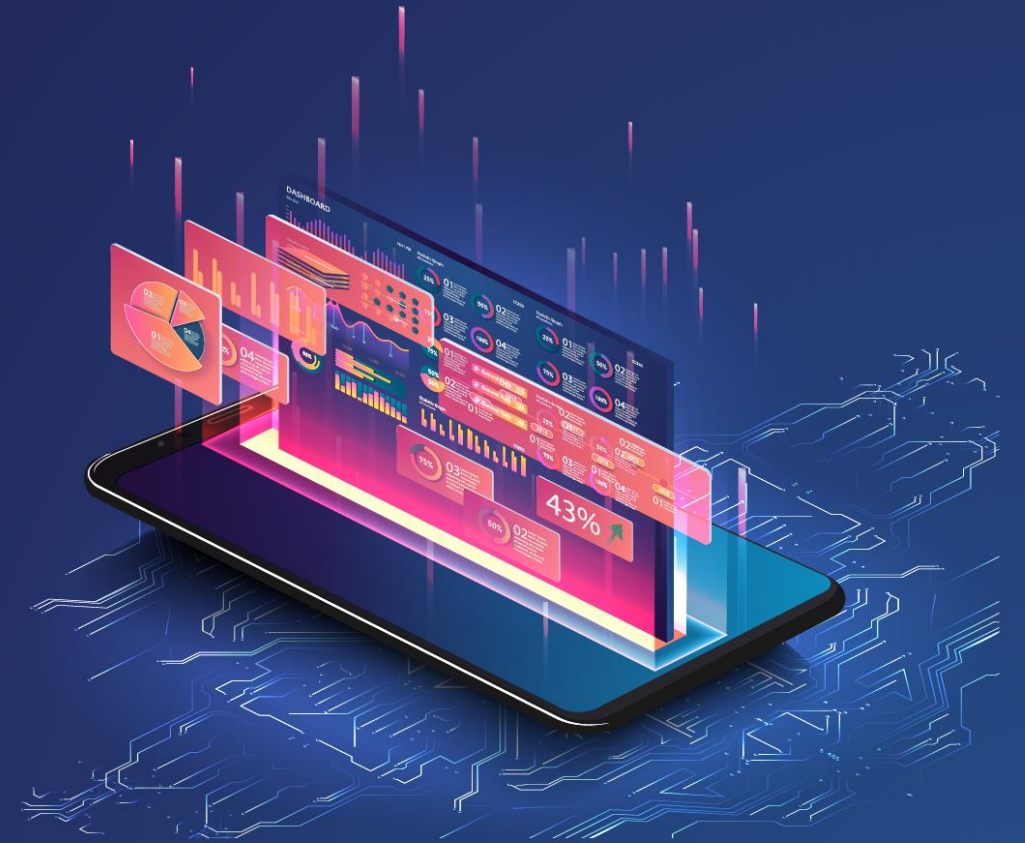


NET
PROFIT

81.4m
KUWAIT DINARS

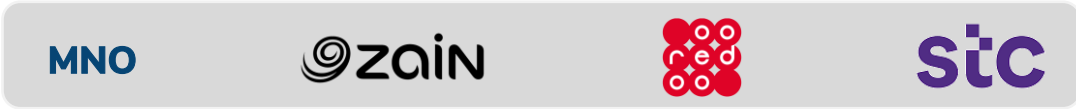
THE SUSTAINED TRUST AND CONFIDENCE OF OUR SHAREHOLDERS ENABLED US TO REMAIN FOCUSED ON ACHIEVING OUR STRATEGIC OBJECTIVES AND MAXIMIZING RETURNS IN THESE CHALLENGING TIMES

OPERATIONAL REVIEW






NAWAF ALGHARABALLY
CEO




100%



OWNERSHIP

1983












OPERATIONS

- 🌀 Zain Kuwait maintains **its market lead** in terms value share, **customer base** grew by **1%** to **2.7m**
- 🌀 **Normalized** EBITDA and Net Income growth for Q2 2024 was solid **11%** and **17%** respectively, normalized EBITDA and net income are adjusted for the **number range claim** in Q2 2023.
- 🌀 Noticeable achievement in **B2B** by winning major deals
- 🌀 Introduced **5G slicing technology** with a successful POC at KNPC
- 🌀 **Zain Plus Program** reached a significant milestone, setting a new sales record.
- 🌀 **Data revenue** formed **35%** of total revenue
- 🌀 Final stage of launching **Bede** by the end of 2024.
- 🌀 Sunset **3G technology** in Kuwait by year end 2024





* Normalized Growth

								
2.7M	34%	37%	\$23	55%	5G	\$51M	100%	182%
CUSTOMER BASE	MARKET SHARE	VALUE SHARE	BLENDED ARPU	PREPAID BASE	NETWORK TECHNOLOGY	TOTAL CAPEX	POPULATION COVERAGE %	MARKET PENETRATION



SULTAN ALDEGHAITHER
CEO



37%	 OWNERSHIP
2008	 OPERATIONS

- Normalized Net income growth for H1 2024 was **60% YoY** (Excluding the tower transaction gain)
- 5G, B2B, Yaqoot, MVNO** and **Tamam** continue to drive Zain KSA Growth
- 5G** revenue continues to grow **+28%** YoY
- Tamam** revenue increased **22%** YoY, and Net income grew **55%**
- Digital operator **Yaqoot** revenue has grown **30% YoY** and customers increased **8%**.
- Best Network Performance Score** during Hajj by R&S
- Data revenue** grew by **5%** and formed **40%** of total revenue
- Pioneering the global stage, Zain KSA proudly unveil the **world's 1st Carbon-Neutral 5G Network**



* Normalized Growth



9M

CUSTOMER
BASE



\$16

BLENDED
ARPU



63%

PREPAID
BASE



5G

LARGEST NETWORK IN
THE REGION



\$30M

TOTAL
CAPEX



99%

POPULATION
COVERAGE %



134%


MARKET
PENETRATION



EMRE GURKAN
CEO




76%



OWNERSHIP





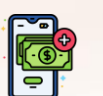




2003



OPERATIONS

- 🌀 H1'24 **Normalized Net Income** growth is **215% higher**, excluding 2023 TowerCo gain
- 🌀 **Digital Services** and **oodi** are key contributors to Zain's overall performance, playing a significant role in Zain Iraq's gross revenue.
- 🌀 **Data revenues** continues strong growth, achieving new high levels
- 🌀 **B2B revenues** grew **24%** YoY.
- 🌀 Launch of new value proposition, targeting youth segment
- 🌀 CMC and MOC to move forward with the **4th license operator** in Iraq





								
19M	50%	43%	\$5	92%	4G	\$28M	99%	101%
CUSTOMER BASE	MARKET SHARE	VALUE SHARE	BLENDED ARPU	PREPAID BASE	NETWORK TECHNOLOGY	TOTAL CAPEX	POPULATION COVERAGE %	MARKET PENETRATION

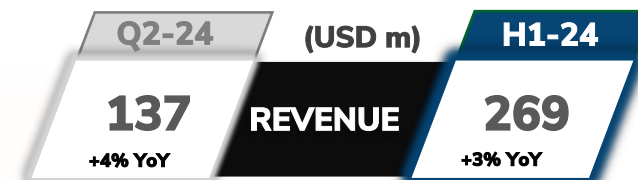






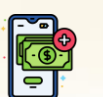




FAHAD ALJASEM
CEO



96.5%	 OWNERSHIP
2003	 OPERATIONS

- Expanding the **5G network**, attracting new customers, and migrating customers from **4G to 5G**
- Data revenue** grew by **7% YoY**, and formed **51%** of total revenue
- Expansion of **FTTH** network boosts revenue and customer base
- First to launch **FTTR** in the market
- Signed a **settlement agreement** with TRC, which include revamp of revenue share ratios, 10-year extension of 2G, 3G & 4G spectrum licenses, a 25-year 5G license for an amount of around \$120
- Decrease in License amortization** due to license extension based on **settlement agreement**




								
4M	35%	47%	\$11	51%	5G	\$2M	99%	81%
CUSTOMER BASE	MARKET SHARE	VALUE SHARE	BLENDED ARPU	PREPAID BASE	NETWORK TECHNOLOGY	TOTAL CAPEX	POPULATION COVERAGE %	MARKET PENETRATION



HISHAM ALLAM
CEO












100%  OWNERSHIP

2006  OPERATIONS

- Despite the ongoing conflict and currency devaluation in Sudan, **Q2 2024** saw a **41%** increase in **revenue**, a **163%** increase in **EBITDA**, and a **34%** increase in **net income** compared to **Q1 2024**.
- Disaster Recovery (DR) including a new data center that has resulted in the network operating at **40%** of its capacity, has brought over **5 million customers** back to our network.
- Impairment of Zain Sudan Assets of **USD 20 million**
- Currency devaluation in Sudan from **596 SDG/USD** in June 2023 to **1,799 SDG/USD** at the end of June 2024 resulted in a foreign currency translation impact, costing the Group **USD 95 million** in revenue and **USD 41 million** in EBITDA for H1 2024
- Bede Fintech** Sudan project planning has been restarted again
- Plan Z** initiative to support Zain Sudan Employees affected by the war



								
10M	55%	60%	\$3	100%	4G	\$27M	90%	56%
CUSTOMER BASE	MARKET SHARE	VALUE SHARE	BLENDED ARPU	PREPAID BASE	NETWORK TECHNOLOGY	TOTAL CAPEX	POPULATION COVERAGE %	MARKET PENETRATION

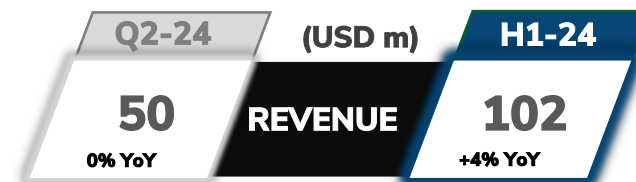


DUNCAN HOWARD
CEO



65%	OWNERSHIP
2003	OPERATIONS

- 🌀 **Data revenue** formed **46%** of total revenue and grew **6%** YoY
- 🌀 Focused on the continued expansion of **5G** and **4G** infrastructure
- 🌀 Strong growth in **B2B** fiber
- 🌀 **Bede Fintech** is making significant progress.
- 🌀 Zain Bahrain is **1st** in region to trial **16 layers 5G MU-MIMO**.
- 🌀 Completed the **1st** hybrid solar power deployment with an initial **15% reduction in CO2 emissions**
- 🌀 **Annual license fee** increased from **1%** to **2%** effective **January 1, 2024**



\$16

BLEND
ED
ARPU



5G

NET
WORK
TECHNOLOGY



\$3.2M

TOTAL
CAPEX



100%

POPULATION
COVERAGE %



156%

MARKET
PENETRATION



THE MOST ADVANCED DIGITAL MONETIZATION ECOSYSTEM PROVIDER IN THE MENA REGION : Leveraging on technologies from leading partners to deliver the services

CONNECT YOUR BUSINESS

Connect your business to the World of Zain as We are connected to over **54 Mn** customers across Zain Operators and Omantel

VERSATILITY IN APPLICATION

We support a variety of **141+** services across business verticals including but not limited to Entertainment, Gaming, Education, Health and many more...



ONE CONTRACT-ONE INTEGRATION

Use the scale of Zain Group to minimize time-to-market with more than **45** merchants live on platform



In 2024, Dizlee expanded its two new lines of business: Digital Advertising and the API Marketplace. The API marketplace is live, and partners onboarding is ongoing.

Dizlee showcased its bouquet of services across multiple conferences and industry events – increasing its brand positioning



ZAIN ESPORTS UPDATES

- Zain esports partnered with Riot Games to launch the League of Legends MENA servers across 5 countries
 - Each location gathered hundreds of participants along with overall 20 Mn+ Social Media impressions
- Zain Jordan organized multiple activations in partnership with the Jordan esports federation in their venue 'The Dome'.
- Zain Jordan onboarded "Gamerg", a promising Jordanian esports and gaming startup on the ZINC platform, to promote young Jordanian gamers.

Zain Esports partners Riot Games MEA to launch 'League of Legends ME Servers' to enhance the gaming experience



STATISTICS:



57,000+
participating
gamers



78 Mn+
Social Media
Impressions



120 Mn+
Social Media
Engagements



54k



26k



78K

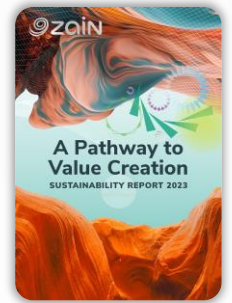


32K



28K

Corporate Sustainability Achievements Leading to Value Creation



Launched the 13th externally assured Sustainability Report including ESG frameworks: GRI, SASB, TCFD, GSMA ESG Metrics, UNGP, Bursa Kuwait ESG Reporting Framework, and UNGC, assured by EY

Zain officially submitted its SBTs to SBTi in April 2024 and awaiting verification and approvals.

KEY ACCOMPLISHMENTS



First telecom in region to conduct and publish Double materiality assessment to assess both financial impact on sustainability related KPIs



Published Board approved Responsible Marketing Standard Statement and communicated with all OpCos and selected SPOCs in each OpCo that will ensure its implementation. Second phase - to conduct training sessions in Q3 for each OpCo



United Nations Global Compact Disclosure - Finalized submission for Zain's 2024 Communication of Progress (CoP) in alignment with the UNGC's human rights principles



Developed criteria form for ESG/sustainability initiatives to be implemented across all OpCos. And conducted engagement sessions with each OpCo on implementation approach and follow up



Launched Zain's Children Rights campaign reaching more than 16.5 million interactions across Zain's footprint to further engage with stakeholders on children's rights under the UN Convention on the Rights of the Child (UNCRC)



S&P Global Ratings

MSCI



A-
Leadership Position

50/100
Above Industry Average

BB
Within Industry Average

3.5 / 5
Above Industry Average

DIVERSITY AND INCLUSION

Zain is committed in uplifting its entire workforce and benefitting society



WINNING AWARDS

- ✓ **Zain Group** - "Outstanding Sector Leadership & Growth" & "Innovation, Collaboration, and Partnerships,"
- ✓ **Zain Bahrain** - "Best Wellness Program Award"
- ✓ **Zain KSA** - "Best Diversity & Inclusion Program – Middle East"



WE ALIGN

- ✓ Digital Transformation Strategy Partnership
- ✓ Corporate Sustainability and Structure/Governance Alignment
- ✓ 5 Omantel employees assigned to Zain Opcos (Xchange Program)
- ✓ **UNITY**: A new company-wide culture transformation program to infuse Purpose, and Customer Experience into Zain's DNA.



WOMEN LEADERSHIP

15% GROUP WIDE

- ✓ Three operations have achieved their women in leadership targets
 - Zain **Jordan** at 27.3%
 - Zain**TECH** at 27.0%
 - Zain **Kuwait** at 26.9%



STAFF WELBEING

- Significant improvements to the Groupwide Family Leave Policy.
- ✓ 2 Months remote work for new Mothers (including baby bonding)
 - ✓ 45 Days Miscarriage Leave (based on eligibility)
 - ✓ Psychiatry care added under the insurance policy
 - ✓ Certified employees in Mental Health First Aid



ZAIN DIVERSITY, EQUITY & INCLUSION UNIVERSITY (DEIU)

- ✓ Launched Zain Diversity, Equity & Inclusion University (DEIU) to enroll Zainers in a Digital Transformation program.
- ✓ 93% Zainers started this program
- ✓ Developed a BI Platform (in house) for DEI Data Analytics



WHY ZAIN?

4SIGHT ... CLEAR STRATEGY

Clearly defined strategy with a strong focus on digital and enterprise, as well as new verticals moving away from traditional telco approach

5G LEADERSHIP

Largest 5G network footprint across region combined with strategic investments in technology and innovation driving new revenue streams

PROFITABILITY ACROSS OPERATIONS

Highly profitable operations across our footprint with a strong focus on unlocking potential for further growth and increase our shareholders value

UNLIMITED POTENTIAL OF KEY GCC MARKETS

Youth bulge driving data consumption, Enterprise & Government ICT needs, High GDP in several markets, huge govt projects driving economies, oil price improvements

TOWERCO BUSINESS MODEL

Unlocking capital from passive infrastructure to drive efficiencies and focus on core business

DIGITAL SERVICES

Continual rollout of dynamic new digital services driving customer acquisition and revenue streams





THANK YOU

ZAIN GROUP INVESTOR RELATIONS

✉ : IR@zain.com

www.zain.com/en/investor-relations/