

## Q22025 EARNINGS

### **DISCLAIMER**

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## FINANCIAL PERFORMANCE: Q2 & H1 2025



**Q2** 

HI



**CUSTOMERS** 

50.9 Million

+7%

YoY



**GROUP REVENUE** 

1.77 **USD Billion** +13% YoY

**USD Billion** +14% YoY



**GROUP EBITDA** 

606 **USD Million** 

+5% YoY

**USD Billion** +10% YoY



**GROUP NET INCOME** 

237 **USD Million** +40% YoY

**USD Million** +49% YoY

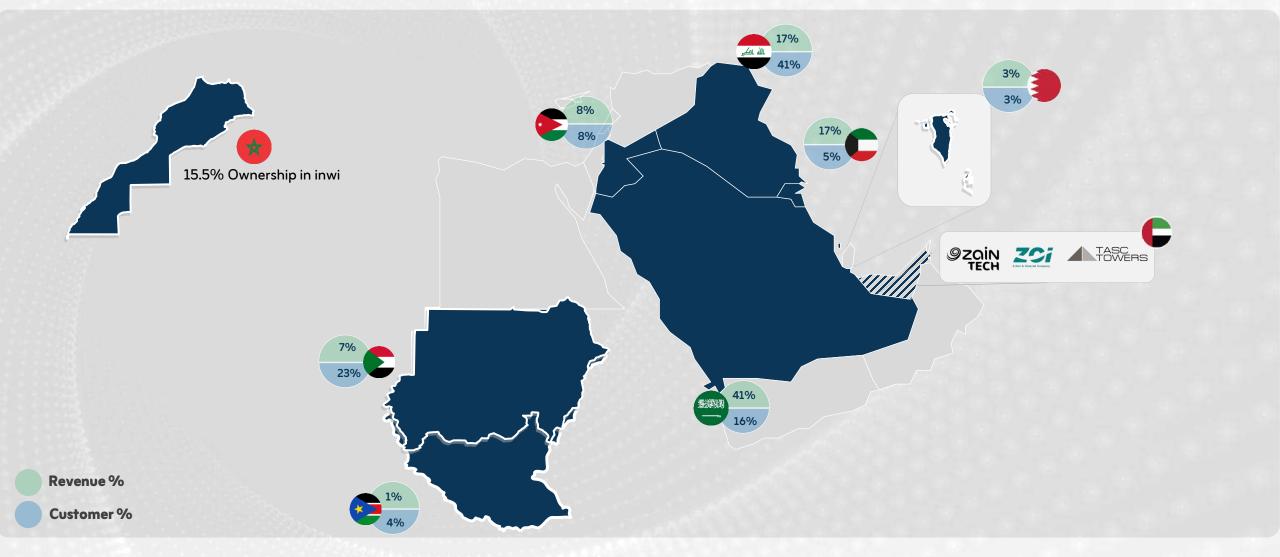


**GROUP EPS** 

**USD Cents** 



## ZAIN FOOTPRINT







3.51
USD Billion



1.16
USD Billion



395
USD Million

### **4WARD IN ACTION:**

## FOUR FORCES, TWELVE ACCELERATORS, ONE PURPOSE



**COLLABORATIVE** 

**GROWTH** 

Fostering a culture of

collaboration and

strengthening

partnerships

#### **CUSTOMER DELIGHT**

Putting customers at the heart of everything we do









**SUPERIOR FIXED & MOBILE** CONNECTIVITY

### **DIGITAL ZAIN**

**Elevating our digital** capabilities to lead in technology and innovation



AI & DIGITAL **FINANCE** 

**DIGITAL** 



**INNOVATION** 



DIGITAL **INFRASTRUC-TURE** 

### **PURPOSE & ACTION**

**Ensuring that our** actions align with meaningful impact and responsibility



**PURPOSE** 



**INCLUSION DIVERSITY & EQUITY** 



**SUSTAINABILITY** 



**PEOPLE** 



**ENHANCED COLLABORATION** 

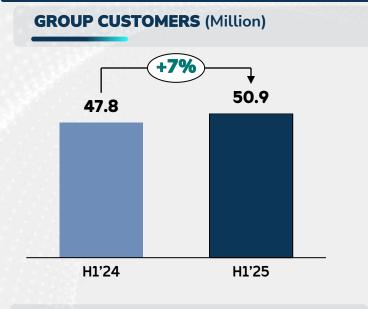


**PARTNERSHIPS** 

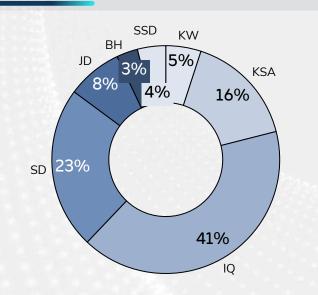


# FINANCIAL PERFORMANCE

## **GROUP CUSTOMERS**

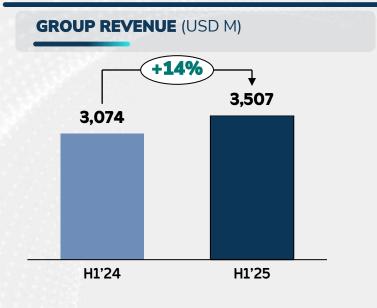


#### **CUSTOMER BREAKDOWN %**

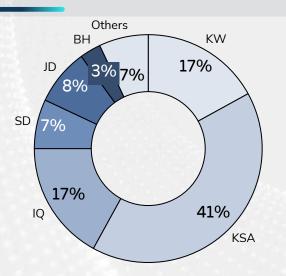


ZAIN OPCO	NETWORK TECHNOLOGY	BLENDED ARPU	PREPAID BASE %	
KUWAIT	<b>5G</b>	\$24	51%	
機識別別 KSA	<b>5G</b>	\$17	73%	
الله اکبر IRAQ	4 <b>G</b>	\$5	91%	
SUDAN	4G	\$4	98%	
JORDAN	<b>5G</b>	\$11	46%	
BAHRAIN	5 <b>G</b>	\$16	35%	
SOUTH SUDAN	4G	\$2	99%	

## **GROUP REVENUE**



#### **REVENUE BREAKDOWN %**

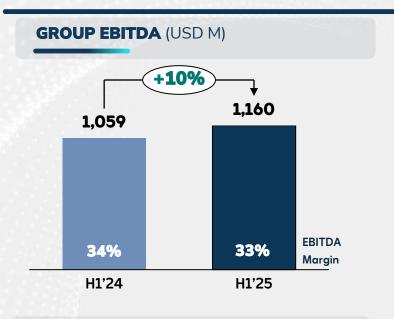


#### **KEY TAKEAWAYS**

- GROWTH IN ZOI DRIVEN BY EARLY SIGNING OF CONTRACTS ORIGINALLY SCHEDULED AT THE END OF THE YEAR
- 2 STRONG 11% YOY GROWTH IN B2B REVENUE
- 3 ZAINTECH DELIVERS SOLID REVENUE GROWTH, UP 94% YOY

- 4 GROWTH IN FINTECH REVENUE UP 28% YOY
- 5 STEADY GROWTH IN DATA REVENUE UP 8% YOY

## **GROUP EBITDA**



#### **MAJOR CONTRIBUTORS**

1 Zain KSA

38%

2 Zain Iraq

19%

**3** Zain Kuwait

18%

4 Zain Sudan

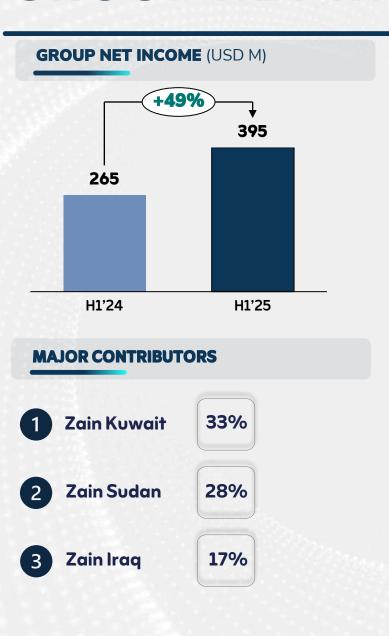
12%

#### **KEY TAKEAWAYS**

1 EXEPTIONAL TOP LINE PERFORMANCE ACROSS OPCOS

2 CONTINOUS COST OPTIMIZATION EFFORTS ACROSS THE GROUP

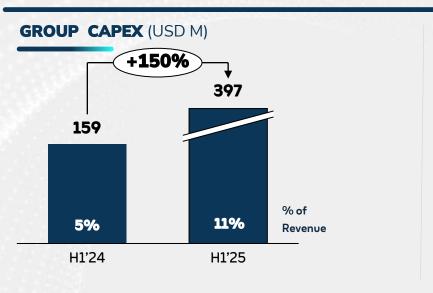
## **GROUP NET INCOME**

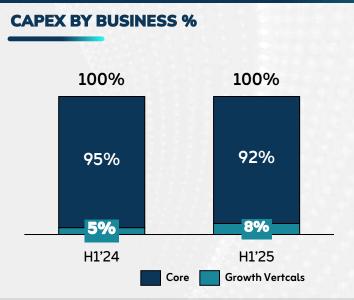


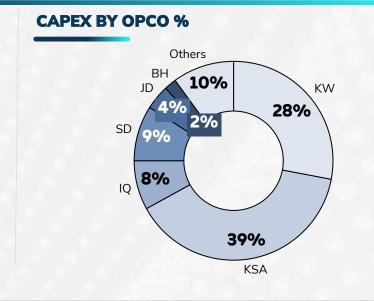
#### **KEY TAKEAWAYS**

- 1 REDUCTION IN INTEREST RATES
  YoY Reduction In Interest cost driven by drop in market rates
- **GAIN ON STRATEGIC INVESTMENTS**
- 3 EXCEPTIONAL TOP LINE PERFORMANCE ACROSS OPERATIONS
- 4 COST OPTIMIZATION INITIATIVES
- 5 USD 50M GAIN FROM INWI (LEGAL CASE SETTLEMENT)

## **GROUP CAPEX**







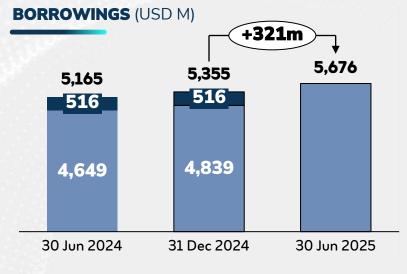
#### **KEY TAKEAWAYS**

- EXPANDING 5G COVERAGE

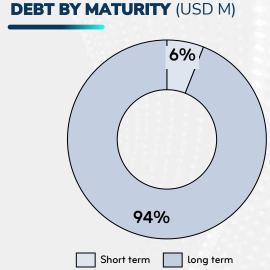
  Expanding the 5G network cov
  - Expanding the 5G network coverage footprint, modernizing the core infrastructure,
- 2 Initiation of 3 DR locations and a temporary hold on the Khartoum swap project

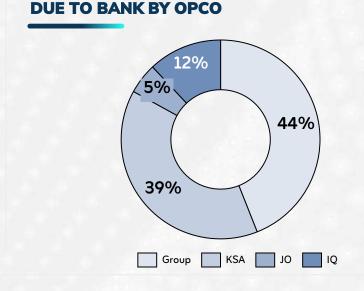
- **SUBSEA CABLES**
- For fiber pairs, cable landing stations, licenses, and equipment
- Including the enhancement of LTE coverage and expansion of the backhaul network, and BSS upgrade

## **DEBT PROFILE**

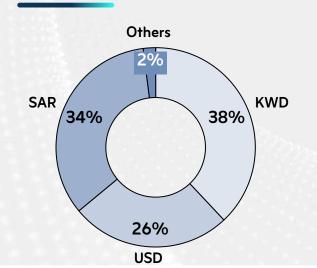


CITC DUE TO BANK

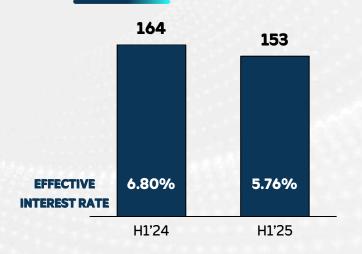




#### **DEBT BY CURRENCY**







#### **LEVERAGE RATIOS**



NET DEBT/EBITDA

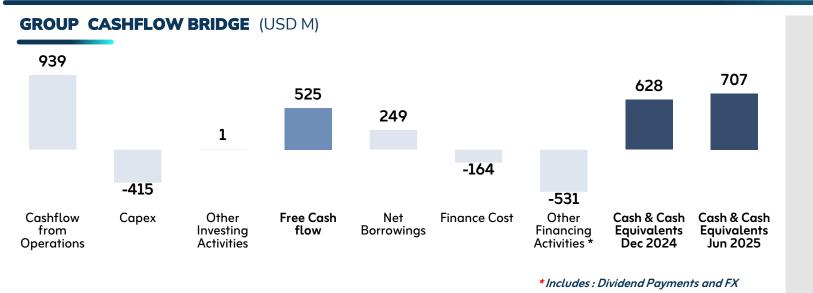
2.2x



NET DEBT/EQUITY

0.78x

## LIQUIDITY PROFILE



#### **KEY TAKEAWAYS**

- Strong operating and free cash flows support both the committed dividend payouts to shareholders and the company's future growth plan
- Continuous commitment for a 3-year dividend till 2028 representing strong fundamentals of Zain with buffer liquidity ~\$ 2.4bn

### **CFO Margin**

(CFO/Revenue)

27%

**FCFF Margin** 

(FCFF/Revenue)

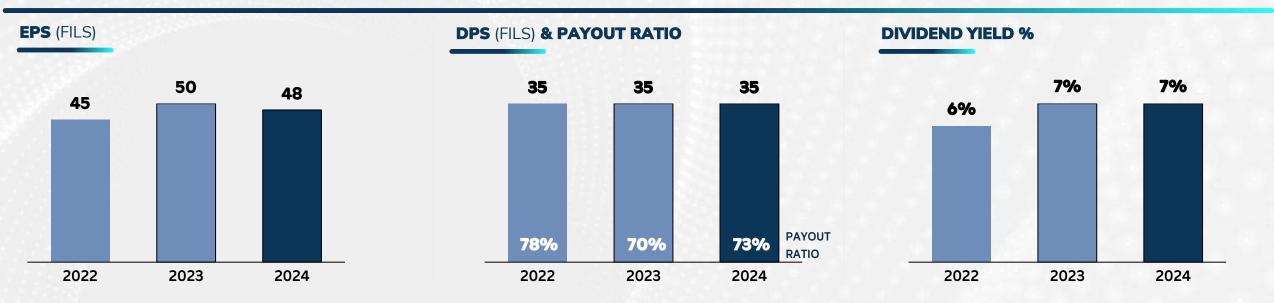
15%

#### TOTAL AVAILABLE LIQUIDITY

(TOTAL CASH + UN-UTILIZED LOANS)

\$2.4 bn

## **DIVIDEND PROFILE**



#### **KEY TAKEAWAYS**

#### Interim Dividend - 2025:

For the 5<sup>th</sup> consecutive year, the Board declared interim dividend of 10 fils per share for the first six months of 2025.

#### 35 Fils Dividend for 2024:

• Total 2024 dividend of 35 fils per share distributed, 10 fils for H1'24 and 25 fils for H2'24, with final payment made in May 2025.

#### **Dividend Policy Extension – 3 YEARS:**

• Dividend policy extended to 2028, reaffirming a minimum annual payout of 35 fils per share.

## ZAIN SHARE PRICE



**TOTAL SHARES** 

4,327,058,909

P/E ~10 TIMES

MARKET CAP USD 7.52 BILLION



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

## 2025 FINANCIAL GUIDANCE

**On Track To Meet Guidance** 

#### **FY 2025 REVISED GUIDANCE**

H1 2025 Actual

REVENUE GROWTH

+10% to +15%

+14%

NORMALIZED NET INCOME GROWTH

+20% to +25%

+49%

CAPEX /
REVENUE
(%)

~15% to 17%

11%

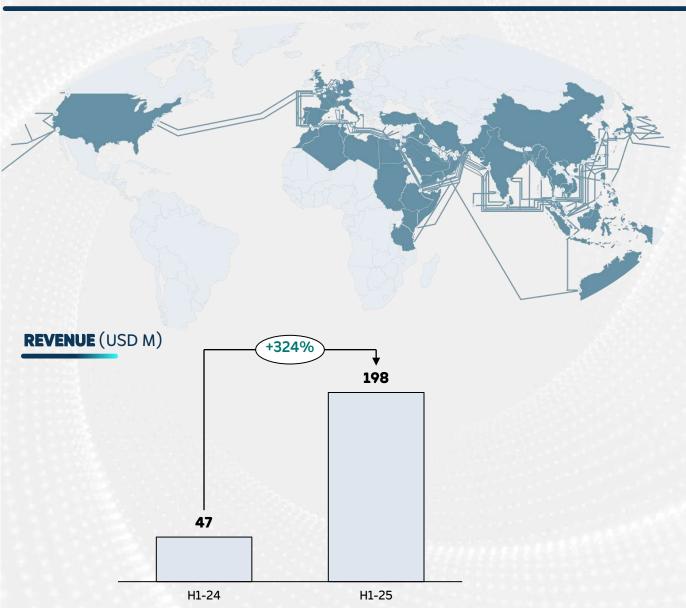


## ZAIN OMANTEL INTERNATIONAL



## **FACTORS DRIVING GROWTH IN ZOI**





#### **GROWTH FACTORS**

- Leveraging on-net access in 8 countries while consolidating the traffic of +60 Mn end-users.
- Offer unrivaled Indian Ocean to Red Sea to Arabian Gulf connectivity on the first PAN Middle East Ring.
- International network covering 3 Bn population and 120 cities on 5 continents through 20 resilient subsea cables.



## MESHED NETWORK CREATING THE RING





Zain is part of the Pakistan to East African and Europe system

Africa-1, and the landing party in Sudan



Zain owns a stake in Blue Raman, a consortium between

Google, Omantel, and Sparkle. Zain is the landing party in KSA



Zain is the KSA landing party for PEACE cable. Over 500 Gbps with the lowest latency towards EU is already enabled for OpCos



Zain in coordination with ZOI is building a +8,000 km redundant fiber network connecting KSA with all neighboring countries in multiple rings

This map is for illustrative purposes only and does not represent an authoritative statement on the legal status of any territory or the delineation of international boundaries.



## ZOINTECH

## OUR GROWTH HAS BEEN ANCHORED ON A CONTINUALLY EXPANDING **PORTFOLIO OF OFFERINGS AND SERVICES EXTENDED THROUGH A NETWORK OF MARKET LEADERS AND INNOVATORS**



#### ZAINTECH IS THE REGIONAL DIGITAL & ICT SOLUTIONS POWERHOUSE

UNIFYING ZAIN GROUP'S ICT ASSETS TO OFFER A UNIQUE VALUE PROPOSITION OF COMPREHENSIVE DIGITAL SOLUTIONS **AND SERVICES UNDER ONE ROOF** 

#### **BIGGEST REGIONAL FOOTPRINT**



#### **LINES OF BUSINESS**















#### **STRATEGIC PARTNERSHIPS**

Atos



















**CLOUDERA** 

#### **FACTS ABOUT ZAINTECH**

**EMPLOYEES** 





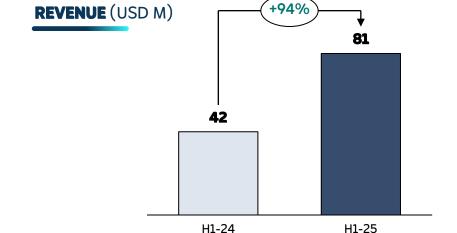


#### **SUBSIDIARIES**















## ZOINFINTECH

## **ZAIN FINTECH MILESTONES - H1 2025**





- Bookeey officially rebranded to Bede.
- Ongoing discussions with the Central Bank on the remittance offering.
- Boubyan Bank Payment Gateway testing under finalization. Virtual IBAN is under process.









 Bede Bahrain continues to outperform expectations, delivering strong results across all KPIs



- Launched Apple Pay as first mobile wallet in Jordan
- Continuous developments on the **App** with additional features



- Platform testing was completed and approved by Central Bank
- Bede Sudan **launched** on 14<sup>th</sup> April in Port Sudan



Ongoing discussions to improve partnership agreement with M-Gurush





## ZOINVENTURES

## **ZAIN VENTURES**

- Corporate Venture Capital Arm of Zain
- Diversified Investment portfolio: International & Regional Venture Capital as well as Direct Investments
- Investment Philosophy: Open the Zain ecosystem and geographical footprint to entrepreneurs, start-ups and early growth stage companies to diversify and expand leveraging on Zain customer base (B2C and B2B)
- Primary Focus Areas:, Al, Fintech, Deep Tech, SaaS, Gaming

#### **DIRECT INVESTMENTS**





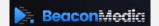












#### **INVESTMENT IN FUNDS**



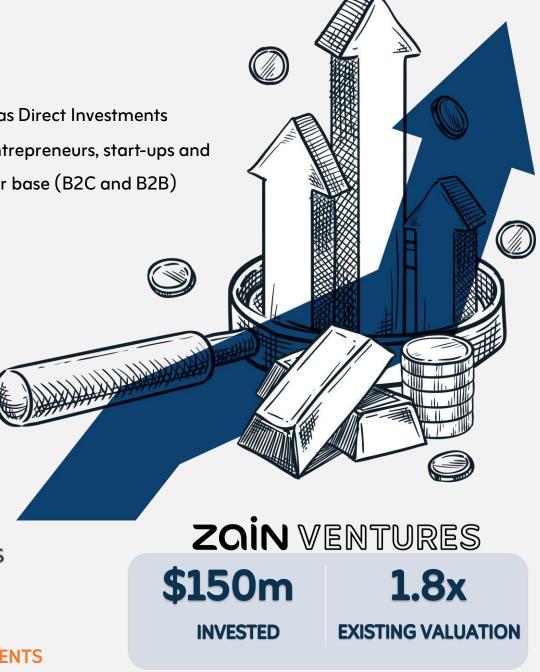










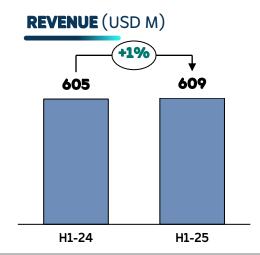


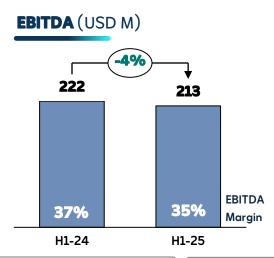
ZAIN HAS EVOLVED AS AN ACTIVE PLAYER WITH A FOCUS ON STRATEGIC INVESTMENTS

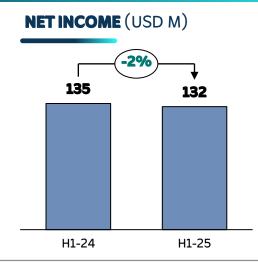


## OPERATIONAL REVIEW

## **ZAIN KUWAIT**







- Market leader in revenue & net income, capturing 38% of revenue & 54% of the net income market share
- Launched 5G-Advanced services, reinforcing leadership in digital innovation
- Noticeable achievement in B2B by winning major deals
- **Zain Plus** delivered strong growth, supported by higher user engagement

- © Expanding digital services with 14% YoY growth in digital revenue
- Data revenue grew by 2% YoY, contributing 36% to total revenue
- Fintech: Bookeey officially rebranded to Bede
- CAPEX of \$113m focused on improving 5G indoor coverage and ongoing investments in digital systems.





1983
OPERATIONS



2.6<sub>M</sub>

**BASE** 



33% MARKET

SHARE



**38**% VALUE

**SHARE** 



\$24

**ARPU** 



**51**% PREPAID

**BASE** 



5G NETWORK TECHNOLOGY



\$113<sub>h</sub>

**CAPEX** 

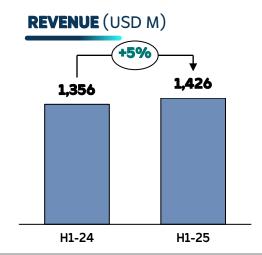


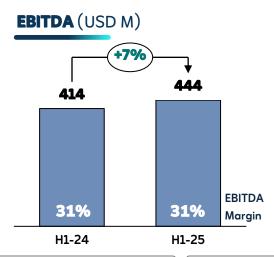
100%

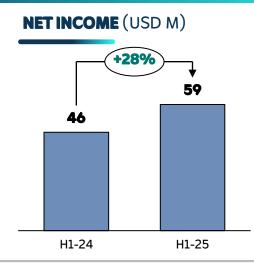
POPULATION COVERAGE

100%

## **ZAIN KSA**









- B2B grew 2%, driven by major strategic wins
- Tamam revenue increased 27% YoY, and Net income grew 7%
- Digital operator Yaqoot revenue has grown 1% YoY
- Maintained #1 position for fastest mobile speed across KSA operators

- Data revenue grew by 4% and formed 40% of total revenue
- MSCI ESG Rating: Achieved 'AA' rating, classified as a "Leader"
- Yaqoot became the first Saudi operator to enable E-SIM for tourists via the Absher platform; launched in April 2025
- Zain KSA Among the First in the Middle East to Activate 600 MHz Band

















2008 **OWNERSHIP OPERATIONS** 



**BASE** 

**BLENDED** 

**ARPU** 

**73**%

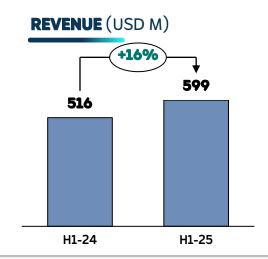
BASE

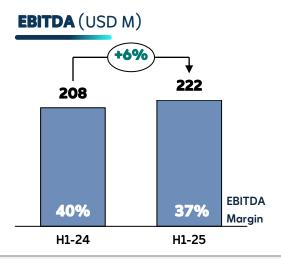
**5G TECHNOLOGY** 

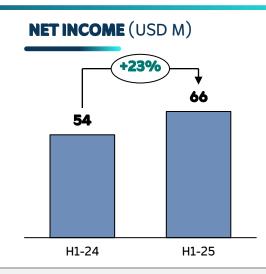
**CAPEX** 

**COVERAGE** 

## **ZAIN IRAQ**









- Effective cost optimization initiatives have enhanced operational efficiency
- Successful revenue diversification strategy driven by strong performances by affiliated companies
- Data revenue continues strong growth
- Sustainable growth in B2B revenues









SHARE















20.9<sub>M</sub>

**BASE** 

**MARKET** 

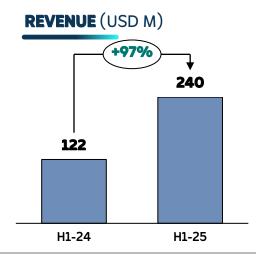
**VALUE SHARE**  **BLENDED ARPU** 

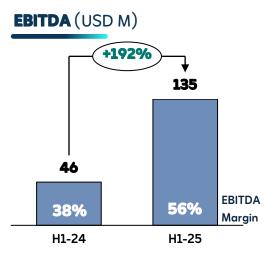
**4G NETWORK TECHNOLOGY** 

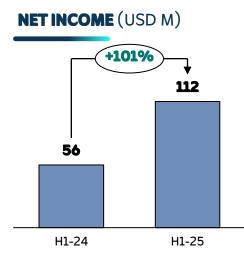
**CAPEX** 

**POPULATION COVERAGE** 

## **ZAIN SUDAN**







- Resilient Q2'25 performance supported by improving stability, progressive service restoration, and strengthened customer re-engagement across key regions
- Zain Sudan prioritized **network restoration**, successfully operating more than 1,800 sites to maintain connectivity for communities.
- FINTECH: Bede Sudan and Visa Sign Strategic Partnership

- B2B delivered remarkable growth, surging 342% YoY
- Digital services saw outstanding growth, surging by 425%
- Currency devaluation in Sudan from 1,799 SDG/USD as on June'24 to 2,140 SDG/USD at the end of June'25 resulted in a foreign currency translation impact, costing the Group \$162m in revenue and \$93m in EBITDA for H1'25





2006

**OPERATIONS** 



**BASE** 



**MARKET** 

SHARE



**VALUE** 

**SHARE** 



**ARPU** 



**BASE** 



**4G** 

**TECHNOLOGY** 

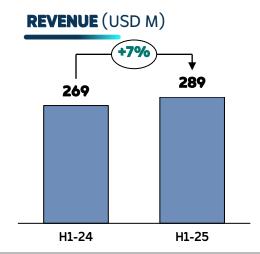


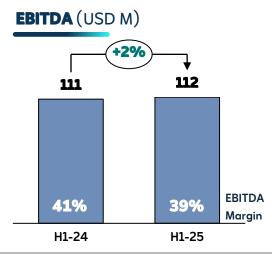
**CAPEX** 

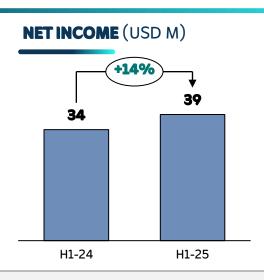


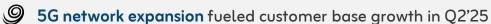
**POPULATION COVERAGE** 

## **ZAIN JORDAN**









- Data revenue grew by 12% YoY, and formed 54% of total revenue
- © Expansion of FTTH network boosts revenue and customer base
- B2B revenues grew 4% YoY





OWNERSHIP



2003

**OPERATIONS** 



4.2<sub>M</sub>

BASE



**35**% MARKET

**SHARE** 



**44**% VALUE

**SHARE** 



\$11 BLENDED ARPU



46% PREPAID

**BASE** 



5G NETWORK TECHNOLOGY



\$15<sub>N</sub>

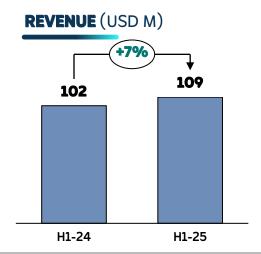
**CAPEX** 

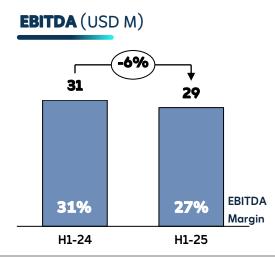


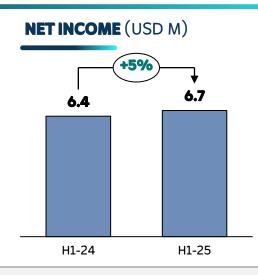
99

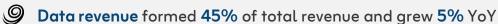
POPULATION COVERAGE

## **ZAIN BAHRAIN**











B2B revenue grew 13% YoY

**Bede Fintech** is making significant progress







2003 **OPERATIONS** 



**BLENDED** 

**ARPU** 



**5G TECHNOLOGY** 



\$6.2<sub>M</sub>

**CAPEX** 



**POPULATION** 

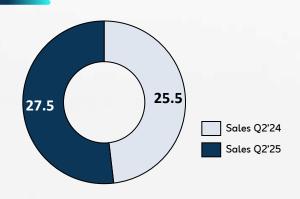
**COVERAGE** 



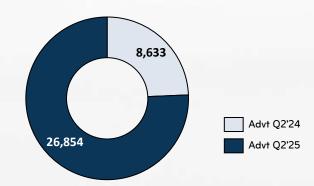
## A unified Platform for API monetization across the MENA Region



#### **Direct Operator Billing (USD M)**



#### **Digital Advertising (USD)**



- Connect your business to the World of Zain
   — a powerful network reaching over 50.7
   million customers across Zain's regional
   operator
- Since its launch, the DoB Business has increased rapidly, driving over \$429 million Sales to Zain OpCos and scaling to 251 live services in collaboration with 45+ partners!
- Dizlee empowers Zain OpCos to unlock and maximize the potential of digital revenue streams, driving growth and monetization.

- Dizlee Digital Advertising is experiencing steady growth and actively pursuing strategic partnerships to accelerate portfolio expansion and drive long-term success in the years ahead
- New services are constantly been launched in key markets including KSA IQ, BH, JO and Kuwait, with plans to expand into Sudan soon. These new offerings are already contributing to a growing revenue stream, which is expected to strengthen the future

#### **API Marketplace**

- API Marketplace has generated a revenue of \$30K during the period.
- 2 Successful milestones achieved with live services:
  - Zain Kuwait CPaaS (Communication Platform as a Service) services are live
  - OMPay CPaaS services are live, and invoicing has started from Mar'25
- API Marketplace, 1st API's to be onboarded by end of Q1'25 and discussions with other partners ongoing
- Network API monetization project: discussions ongoing with GSMA and Ericsson/Aduna.
   Engagement with Opcos has started.
- DEI project indoor navigation for visually challenged people - PoC is ongoing with a new partner Ipera
- Google RCS (Rich Communication Service) project to resume by of end of Q2 once technical integration is completed at Zain Kuwait



## Corporate Sustainability Achievements

**Leading to Value Creation** 

#### **KEY ACCOMPLISHMENTS**



Disclosed to the **UN Global Compact CoP Questionnaire** Zain's 3<sup>rd</sup> disclosure reflecting progression related to Governance, Human Rights and Labor, Environment, and Anti-Corruption.



ESG Data Automation: Integrated the Group ESG Data Management Platform and conducted training sessions to onboard four departments migrating them to the platform for Q2.

Supply Chain Management - Conducted Group-wide Annual Supply Chain Forum to ensure alignment to supply chain targets and address sustainability risks & opportunities related to supply chain



FTSE4Russel Submission - Successfully submitted ESG disclosures to the FTSE4Good Index, resulting in improved scores across key ESG pillars, exceeding the industry average.





Ratings



**BBB** 

54/100

S&P Global

3.9/5



#### Initiatives across the Zain's Operations:

- Inclusion:
  - Zain Jordan engaged 200 STEM female students through a dedicated event in partnership with HTU University, surpassing their 2025 Women in Tech initiative target.
- Generation Youth:
  - Zain Bahrain collaborated with TechMUN, to empower 203 students to address digital inequality, e-waste, and responsible consumption, while raising awareness of the UN sustainable development goals.
  - 229 students participated in various initiatives under FUN in collaboration with INJAZ, receiving training in entrepreneurship and workforce readiness in Kuwait.
  - Zain Iraq conducted Data Privacy Awareness Session educating 50 students on how protect personal information online and practicing digital safe habits.
- Climate Change Awareness:
  - Zain Iraq launched its water conservation campaign reached over 9.3 million users, achieving 139% of the 2025 target while promoting responsible water use and supporting Zain's sustainability goals.
- Community Outreach:
  - In response to the ongoing instability, Zain Sudan distributed food boxes to 1,500 displaced families across four states (Jazeera, Red Sea, Khartoum, White Nile).
  - In partnership with National Mine Action Centre (MNAC) and Friends of Peace and Development Organization (FPDO), Zain Sudan launched a national-wide awareness campaign addressing the dangers of landmines and war remnant through bulk SMS, social media, and printed posters and brochures reaching 2.8m people.









## INCLUSION, DIVERSITY AND EQUITY (IDE)

Our vision is to foster a fully inclusive and accessible workplace where every Zainer contributes to the collective success of our organization.



#### IDE

Launched a groupwide pulse survey as part of our ongoing efforts to build a more inclusive and connected workplace. The survey aims to gather employee feedback on Engagement, Inclusion, and UNITY.

- O 72.5% of Zain employees feel a sense of allyship in the workplace.
- 80% of Zain employees believe efforts to address bias are effective in the workplace.
- 71.9% of Zain employees exhibit the courage to engage in difficult or necessary conversations.
- 8.2/10 average workplace satisfaction.



#### **BE WELL - Employee Wellness Program**

- ✓ Kicked off the 8<sup>th</sup> Annual MEPA Conference and Expo as Platinum Sponsor, under the patronage of His Excellency, Kuwait Minister of Health, Dr. Ahmad Al-Awadhi.
- ✓ Hosted a productive 2-day workshop with the Zain and Omantel
  Wellbeing Committee to co-create the future of employee wellbeing
  and shape the BE WELL 2030 vision.
- ✓ Continued offering confidential, unlimited therapy sessions through KCC, including a session led by expert Marie Abdel-Ahad on managing stress and uncertainty during regional conflict.
- ✓ Participating in a refresher session with The Lighthouse Arabia to enhance Mental Health First Aiders' skills and ensure they are equipped to support colleagues.
- Celebrated Mental Health Awareness Month and Global Wellness Day through social media campaigns to raise awareness and foster wellbeing.



#### IDEU - Inclusion, Diversity and Equity University

#### **Program**

- ✓ IDEU Students Progress:
  - 16,300+ total training hours.
  - O 92% average course passing rate.
  - O 847 Total Certificates Obtained.
- ✓ Zain and IE University's 'IDEU Master Program in Digital

  Transformation' recognized with the EFMD Excellence Award 2025.
- ✓ Celebrated a remarkable 2-year milestone with our IE University partners in Zain HO, marking the success of our IDEU program.



#### **WE ABLE - Disability Inclusion Program**

- ✓ Launched the WE ABLE 2030 Vision, introducing global commitments and a pioneering Disability-Inclusive AI Framework to ensure people with disabilities are empowered. Click here to view WE ABLE 2030 Vision
- ✓ To mark Global Accessibility Awareness Day (GAAD), Zain hosted its first Disability Inclusion Roundtable with PurpleSpace, empowering employees with disabilities to express their needs and build a supportive community.
- Conducted 3 Learn and Lead sessions in Zain Jordan and Zain Iraq on self-advocacy and disability etiquette with over 90 participants.
- ✓ Zain KSA conducted an engaging awareness activity on Autism Spectrum Disorder in collaboration with Takaful Al Rajhi, to foster understanding and support for individuals on the autism spectrum.



#### **WE - Women Empowerment Program**

- ✓ WE 2030 shows a 1% increase in women's overall headcount and representation at leadership levels compared to the previous quarter.
- ✓ Relaunched the WE SUCCEED program to future work career paths that require upskilling and unlocking role expansion opportunities for 50 women in Middle Management by developing and embedding Outward Mindset ways of working.
- ✓ Kicked off the NOVA program with a 2-day retreat focused on selfawareness and resilience. Followed by Outward Mindset and Performance sessions featuring practical cases and real-life challenges.



#### **ZY - Zain Youth Program**

- ✓ The ZY Counsel, made up of high-potential young talents, continues to drive change by addressing key operational challenges. A total of 37 certificates were completed across courses in Leadership, Design Thinking, and Agile Project Management to support their impact.
- ✓ ZY Mavericks are highly skilled youth selected to earn exclusive certifications and train other employees. With 32 active members and 31 certificates obtained, the initiative recently brought all Mavericks together in Jordan for a Train the Trainer workshop to build facilitation skills and strengthen Zain's youth network.
- ✓ Generation Z 2025 graduates are driving impact through leadership programs, digital transformation projects, and brand activations, while building skills in communication, project management, and innovation across Zain Group and Zain Kuwait.

## **SPECTRUM ASSETS**

		LOW FREQUENCY  HIGH FREQUENCY								
ZAIN	600	800	<b>900</b> MHz	<b>1800</b> MHz	2100	2600	3400-3430	3400-3500	3500-3600	3700-3800
ОРСО	MHz	MHz	IVITZ	IVITZ	MHz	MHz	MHz	MHz	MHz	MHz
KUWAIT		<b>⊘</b>	<b>Ø</b>	•	<b>Ø</b>	<b>Ø</b>				
KSA					•					
IRAQ			•		<b>Ø</b>					
SUDAN	a E		<b>Ø</b>							
JORDAN					•					
BAHRAIN						<b>Ø</b>				
S.SUDAN										



## THANK YOU



**Our Social Media links** 

zain.com

A Wonderful World