Mobily

Etihad Etisalat Investor Relations

October 28, 2025

Earnings Presentation

Q3 2025

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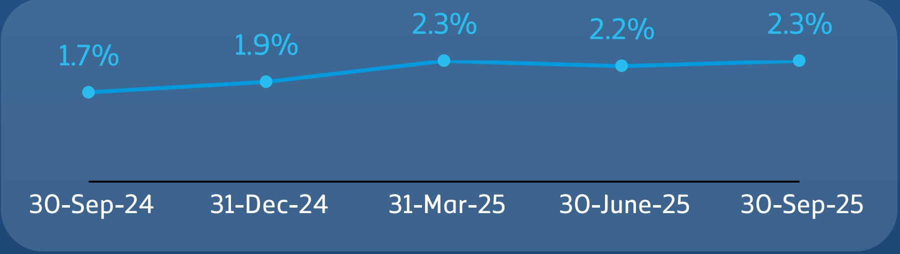
Content

Saudi Regulatory and Telecom Environment

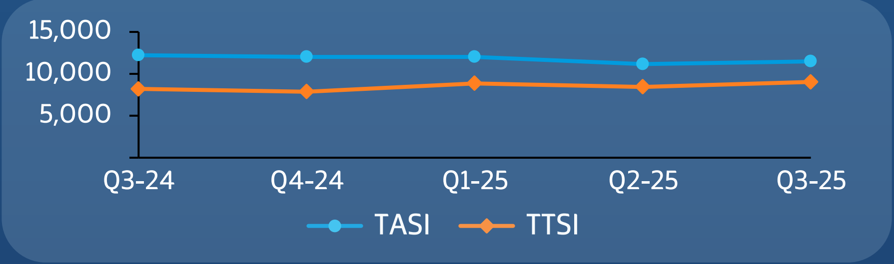
KSA annual inflation[1]

2.3%



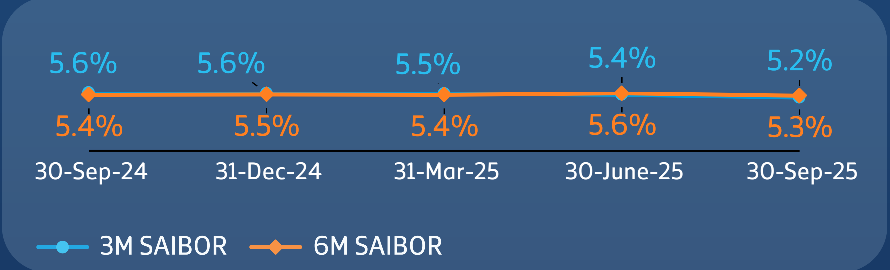
TASI and TTSI

-5.9% and **+10.1%** YTD



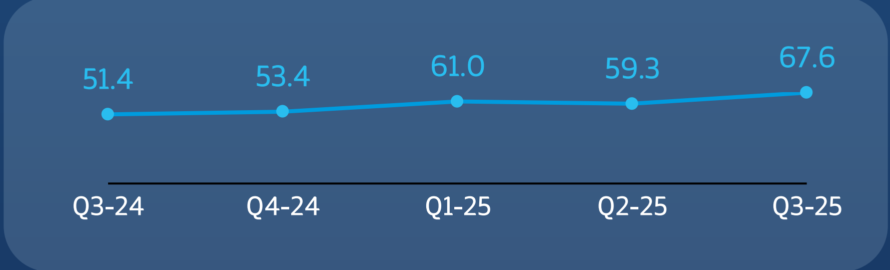
3M and 6M SAIBAOR

5.2% and **5.3%**



Mobily share price performance

+31.4% YoY



KSA median download speeds[2]

191 Mbps Mobile

129 Mbps Fixed broadband

Mobily speed in KSA for Q3-25[3]

279 Mbps Mobile 5G

133 Mbps Fixed internet

CST launched a comprehensive global guide to support the development of policies and regulations for e-waste management, aligned with global best practices

1 General Authority for statistics report 2 Speedtest by Ookla 3 CST/MCIT reports and announcements

9M-25 in Review

JAN

-30 JAN: Won the Disability-Friendly Work Environment Award for 2024 in the large and giant enterprises category at the Labor Award ceremony

FEB

- 10 FEB: Announced an investment of over ⃁ 3.4 billion into digital infrastructure
- 9 FEB: Forged numerous strategic partnerships with several key players at LEAP 2025, including Huawei, Nokia, Cisco, Ericsson, among others
- 4 FEB: Signed multiple key agreements at the Capacity Middle East event

MAR

- 5 MAR: Partnered with Jood Eskan to promote donations and offer housing support to vulnerable families
- 6 MAR: Awarded the Fastest Growing Telecom Brand in the Middle East, marking a 140% growth over the last 5 years

MAY

- 27 MAY: Sustained robust ESG performance with a leading MSCI 'AA' rating
- 26 MAY: Participated as a Platinum Digital Partner in the SAMENA Council Leaders' Summit 2025

JUN

- 2 JUN: Signed an agreement with Ministry of Hajj and Umrah to improve the digital experience for visitors
- 4 JUN: Collaborated with Children's Care Center to offer quality care for children while their parents fulfill the rites of Hajj
- 17 JUN: Partnered with CST for a MENA-pioneer 5GXtreme solution, which was recognized by SCF Mobile Network Awards

JUL

- 16 JUL: Obtained the local content certificate for the sixth consecutive year
- 16 JUL: Obtained ISO Certificate for Customer Care Services, for effectively addressing customer complaints and ensuring satisfaction
- 7 JUL: Obtained ISO Certificate for Data Governance, for applying best practices and enhancing data quality

AUG

- 31 AUG: Participated as a strategic sponsor of the Global Symposium for Regulators (GSR) organized by ITU in cooperation CST

SEP

- 30 SEP: Won SHRM HR Technology Excellence Award for enhancing employee experience
- 26 SEP: Won 3 awards during the MEIRA Conference for excellence in Investor Relations, reinforcing stakeholder trust
- 24 SEP: Participated as the gold sponsor of Submarine Networks World 2025
- 7 SEP: Completed the purchase of LTIP shares (Employee Share Program), with a run-rate of 0.33% for 2025

Strategy 2023+

Evolve into the TMT company of the future

- Transform the business to address new opportunities in the TMT industry
- Expand 5G rollout and network coverage
- Repositioning to be a leader in new trends
- Ensure commitment to achieve ESG performance excellence
- Increase market share
- Achieve total experience leadership

Operational Performance Highlights

Business

- Expanded regional presence to strengthen geographical coverage and capture growth opportunities in the SMB segment
- Continued strategic collaboration with the Kingdom's giga projects, delivering advanced ICT services aligned with national transformation goals
- Deployed cutting-edge digital infrastructure solutions to enhance operational efficiency and digital transformation in the aviation industry

Consumer

- Widened FTTH reach and improved service migration, further strengthening network reliability and customer acquisition in the home segment
- Increased market share by strengthening retail and franchise partnerships
- Advanced key transformation initiatives to elevate customer experience and operational efficiency, including automation of sales operational systems and digital customer-care enhancements

Wholesale

- Broaden market reach by securing connectivity services deals with national and international clients
- Signed key agreements with leading players to enhance customer experience and strengthen Mobily's role as a leading digital enabler
- Showcased Mobily's most innovative digital solutions at international exhibitions

Financial Performance Highlights (⃁ Million)

Revenue	EBITDA	Net Income	CAPEX
⃁ 4,849	⃁ 1,970	⃁ 916	⃁ 932
+7.8% YoY	+6.7% YoY	+10.5% YoY	+97.9% YoY

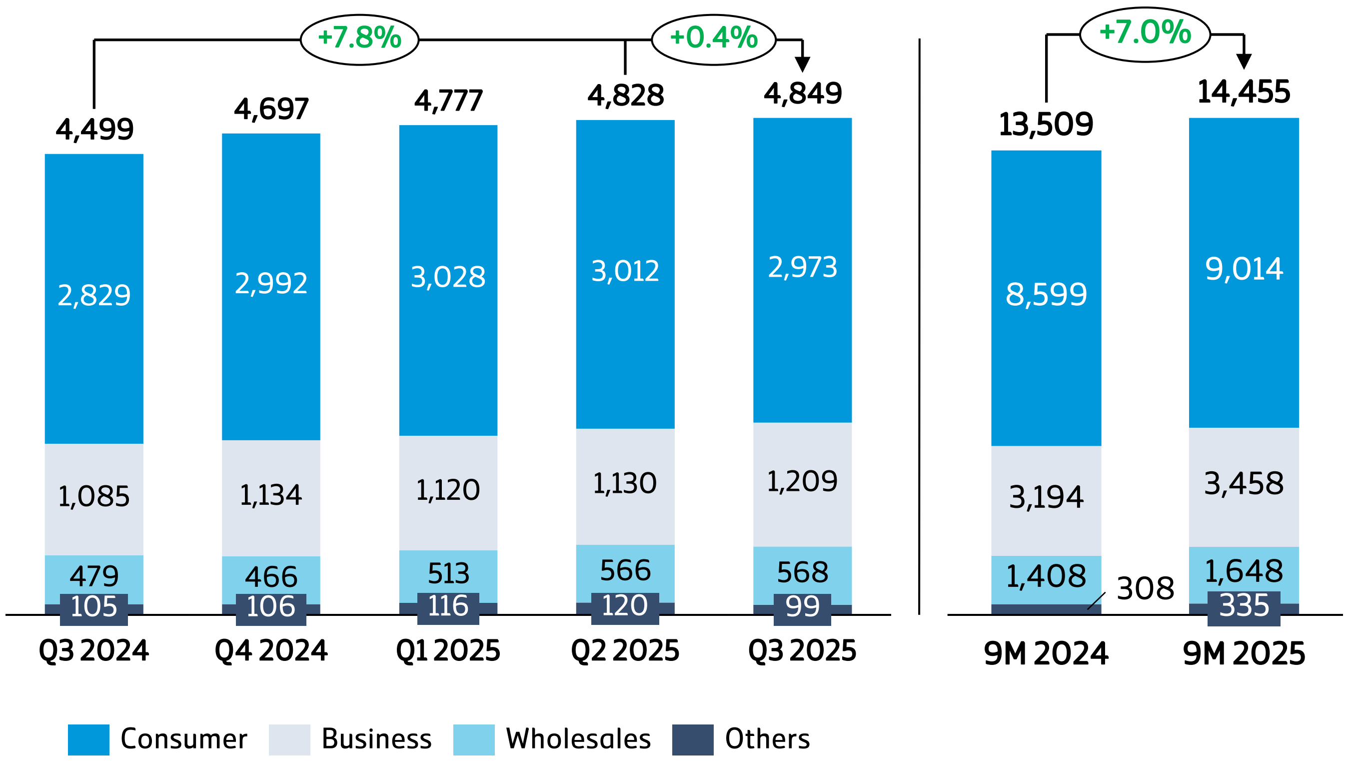
Strong achievements in our financial KPI's:

- Revenue strengthened across all revenue streams, with healthy growth in the subscriber base
- Robust EBITDA level supported by revenue growth and operational efficiency
- Net Income rose **18%** in 9M-25
- CAPEX targeting frequency spectrums and 5G network expansion

"Leadership in Enriching your Digital World"

Key Financial Highlights | Remarkable Revenue Momentum

Revenues (⃁ Million)



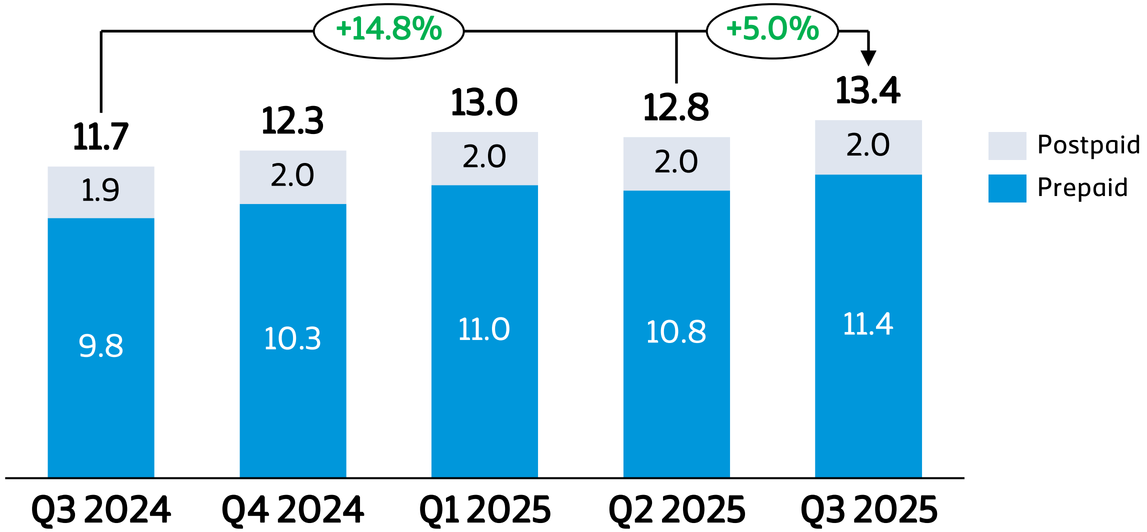
Revenues rose **7.8%** YoY and **0.4%** QoQ to **⃁ 4,849** million:

- All segments contributed to the YoY revenue growth
- The growth QoQ was mainly attributed to the increase in **Business** and **Wholesale** segments revenue

Revenues increased **7.0%** in 9M-25 to **⃁ 14,455** million, fueled by the expansion of all revenue streams

Key Financial Highlights | Robust Subscriber Base

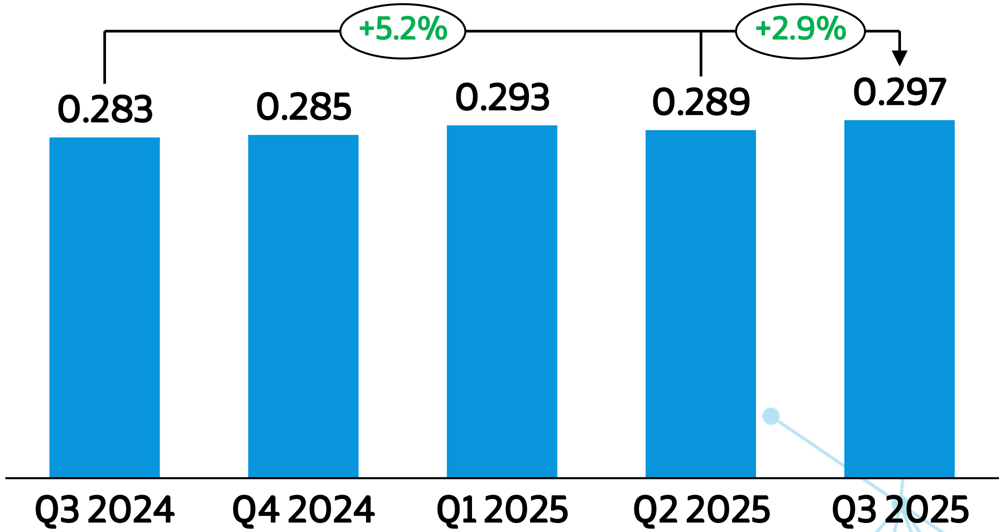
Mobile Subscribers



Mobile subscribers grew 14.8% YoY and 5.0% QoQ to 13.4 million:

- Growth in Postpaid to reach 2.0 million subs
- Growth in Prepaid to reach 11.4 million subs

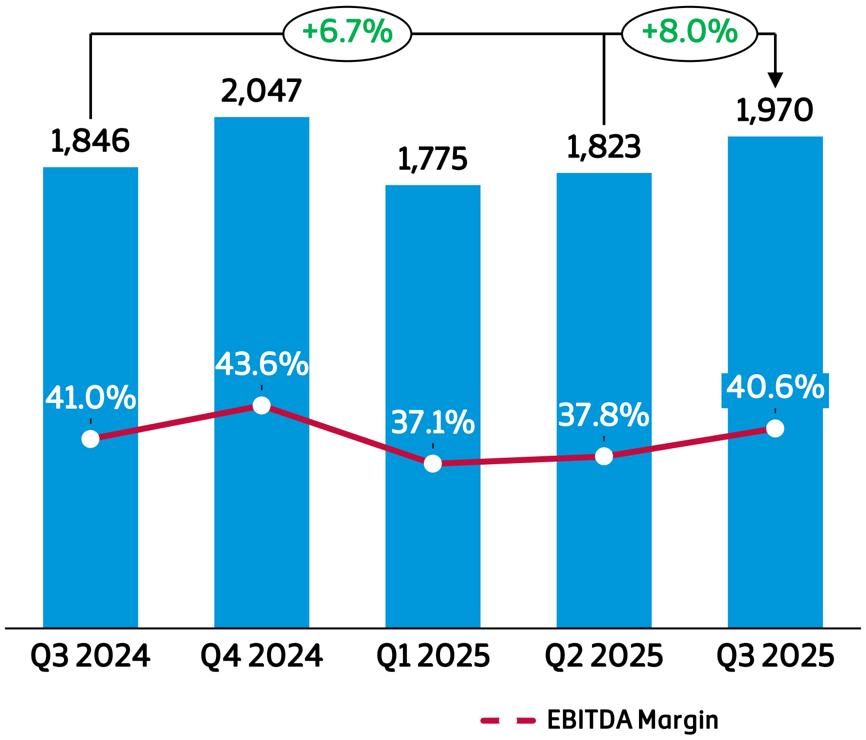
FTTH Subscribers

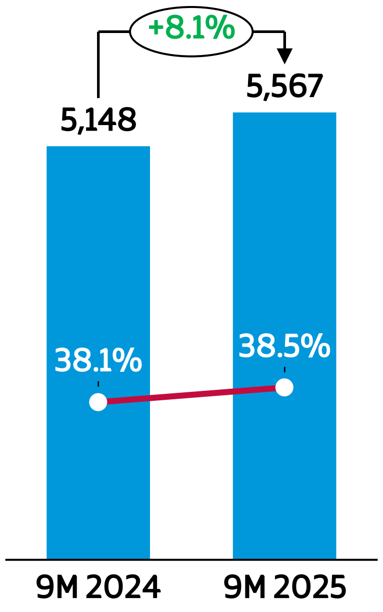


FTTH subscribers increased 5.2% YoY and 2.9% QoQ to 0.297 million subs

Key Financial Highlights | Resilient EBITDA Performance

EBITDA (⃁ Million)





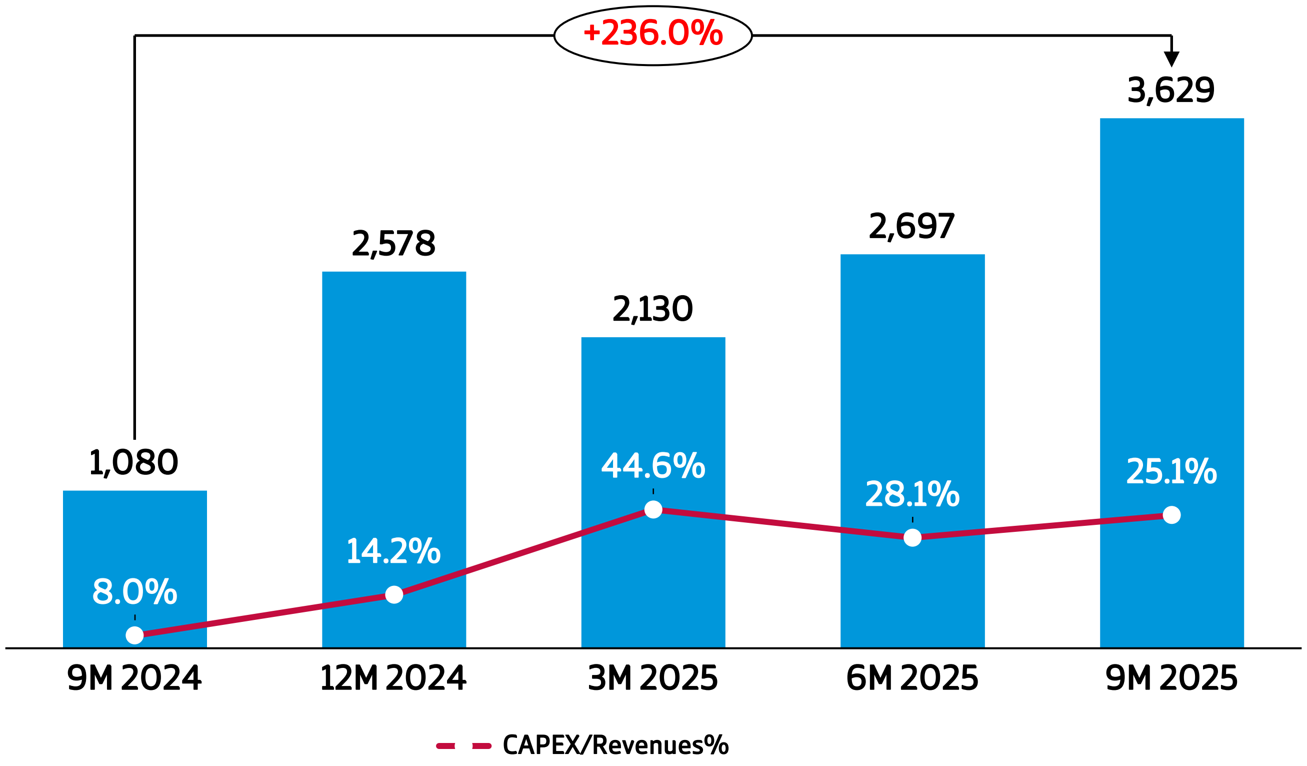
EBITDA increased 6.7% YoY and 8.0% QoQ to ⃁ 1,970 million:

- Resilient EBITDA growth supported by top-line performance and operational efficiency
- EBITDA Margin reached a strong level at 40.6%

EBITDA increased 8.1% in 9M-25 to ⃁ 5,567 million, with an EBITDA margin of 38.5%

Key Financial Highlights | Strategic Investment Deployment

CAPEX (⃁ Million)

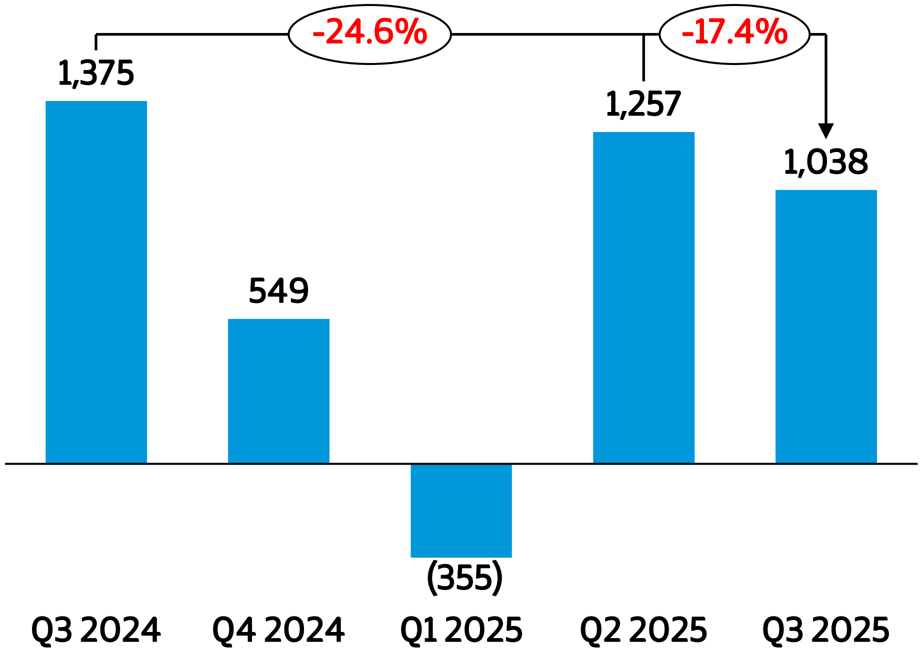


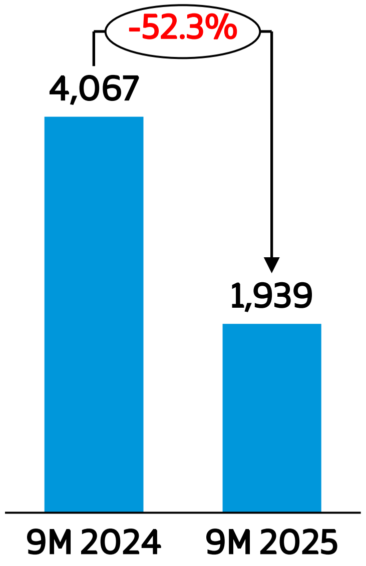
CAPEX increased by 236.0% YoY to ⃁ 3,629 million:

- Investments focused on advancing connectivity by expanding 5G networks and improving frequency spectrums
- Strategic investment allows Mobily to offer its customers the latest and most innovative digital experiences

Key Financial Highlights | Healthy Cash Generation

Free Cash Flow (EBITDA – CAPEX) (⃁ Million)



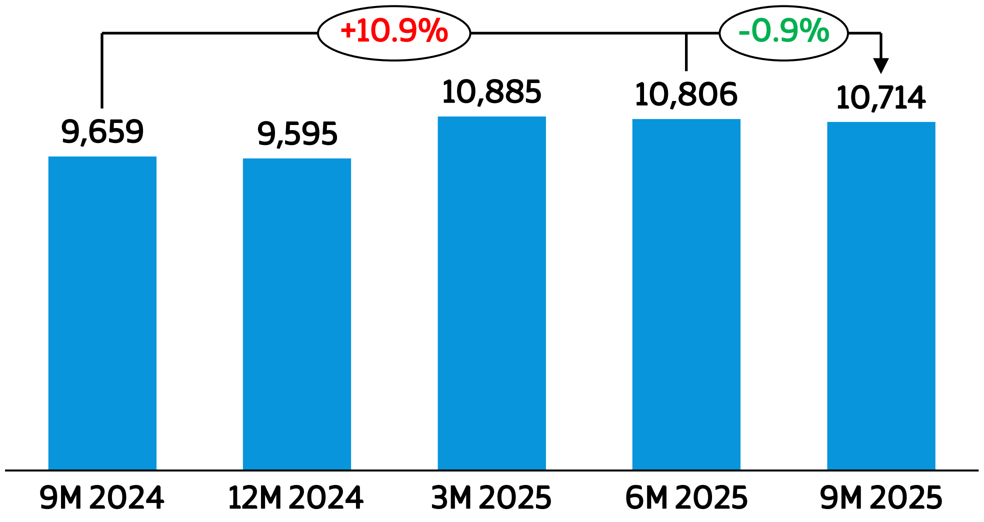


- Free Cash Flow reached ⃁ 1,038 million, reflecting the rise in CAPEX due to the acquired spectrum

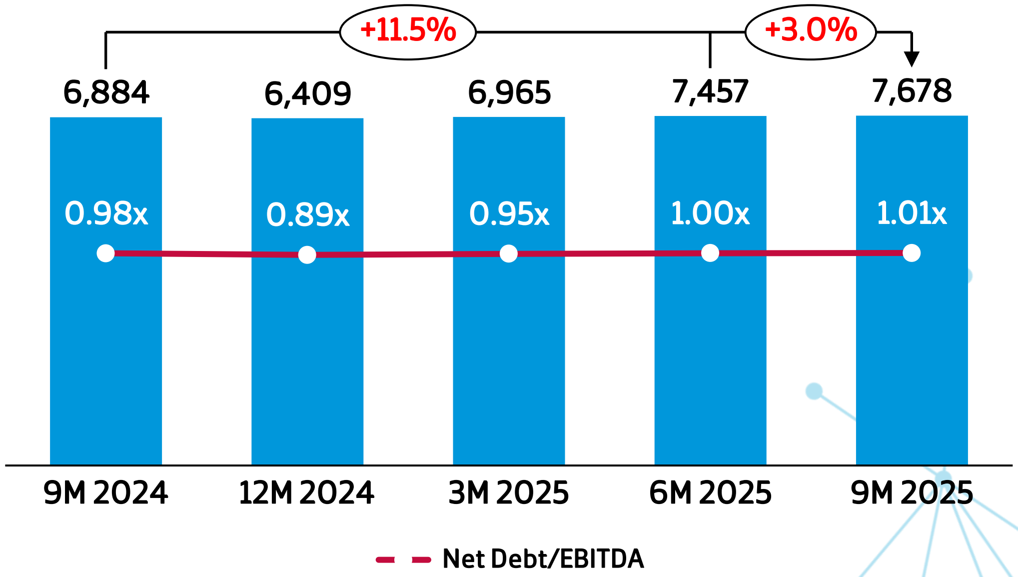
9M-25 Free Cash Flow decreased to reach ⃁ 1,939 million.

Key Financial Highlights | Prudent Financial Management

Gross Debt (⃁ Million)



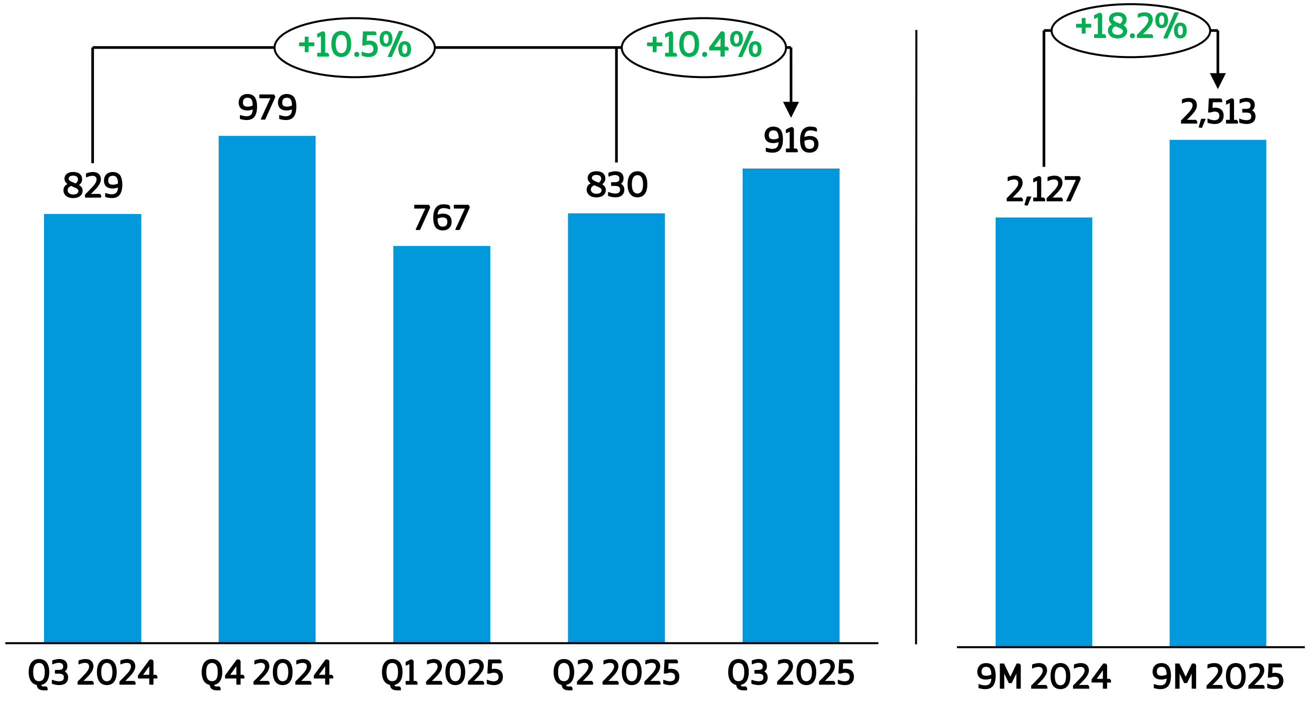
Net Debt (⃁ Million)



- Gross Debt increased by 10.9% YoY, but declined by (0.9%) QoQ to reach ⃁ 10,714 million
- Net Debt increased by 11.5% YoY and 3.0% QoQ
- Net Debt/EBITDA ratio stood at 1.01x

Key Financial Highlights | Steady Profitability Growth

Net Income (⃁ Million)



- Net Income increased by 10.5% YoY and 10.4% QoQ to reach ⃁ 916 million, driven by solid revenue and EBITDA growth
- Net Income grew by 18.2% 9M-25 reaching ⃁ 2,513 million

In Pursuit of Our FY-25 Performance Guidance…

9M-25 Actual		FY-25 Guidance
7.0%	Revenue Growth	Mid- to high- single digit growth
38.5%	EBITDA Margin	37-38%
1.0x	Net Debt/EBITDA	1.0x
25.1% Excluding spectrum: 13.0%	CAPEX Intensity	16-18%

Q&A

Thank You

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2024 Annual Report

Explore how Mobily continues to drive sustainability leadership

APPENDIX: Sustainability at Mobily

ACCOUNTABLE ENTERPRISE
- Corporate governance, ethics and integrity
- Transparency
- Responsible supply chain
- Sustainable economic value

RESPONSIBLE EMPLOYER
- Health and safety
- Diversity and inclusion
- Talent management

MARKETPLACE AND CUSTOMERS
- Data privacy, security and protection
- Customer relationships and satisfaction
- Digital innovation
- Responsible marketing

SAFEGUARDING THE PLANET
- Climate change and energy management
- Waste management and circularity
- Water management

POSITIVE COMMUNITY IMPACTS
- Digital access and inclusion
- Community investments and relations

Aligning with National and International Frameworks

VISION 2030 · CST · SAUDI GREEN INITIATIVE · SUSTAINABLE DEVELOPMENT GOALS · UN GLOBAL COMPACT · OECD GUIDELINES FOR MULTINATIONAL ENTERPRISES · GRI · SASB

Mobily's Contribution to the Sustainable Development Goals work

3 GOOD HEALTH AND WELL-BEING · 4 QUALITY EDUCATION · 5 GENDER EQUALITY · 7 AFFORDABLE AND CLEAN ENERGY · 8 DECENT WORK AND ECONOMIC GROWTH · 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE · 10 REDUCED INEQUALITIES · 11 SUSTAINABLE CITIES AND COMMUNITIES · 12 RESPONSIBLE CONSUMPTION AND PRODUCTION · 13 CLIMATE ACTION · 16 PEACE, JUSTICE AND STRONG INSTITUTIONS · 17 PARTNERSHIPS FOR THE GOALS

ESG Performance at a Glance

Sustained 'AA' in MSCI ESG Index – highest-rated company in MENA region	Zero waste to landfill across all Mobily operations	Collaborated to expand rural telecom access, covering over 1,300 previously unserved sites	Invested in employee well-being and engagement activities, elevating the mHi score to 91%	Partnered with Jood Eskan to encourage donations and provide housing for communities in need