



Etihad Etisalat Investor Relations

April 21, 2021

Investor Presentation

Q1 2021

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3 CONTENT

- **Major Highlights**
 - Regulatory and Telecom Environment
 - Performance Highlights
 - Strategy
- **Key Financial Highlights**



4 MAJOR HIGHLIGHTS | REGULATORY MEASURES AND TELECOM ENVIRONMENT

Regulatory and Telecom Environment

- Overall mobile internet average download speed improved in Q4 2020 by 32.85% to 97.54 Mbps, versus Q3 2020*
- Overall fixed internet average download speed improved in Q4 2020 by 9.21% to 76.85 Mbps, versus Q3 2020*
- CITC has published a new spectrum outlook to allocate more than 23 GHz of radio spectrum for commercial use by 2023, to support Saudi Arabia's soaring data consumption and future technologies
- CITC announced that it will be the first country in Europe, Africa and Middle East to launch first Wi-Fi 6e network and make the full 6 GHz frequency band available for Wi-Fi use. That means there are now 150% more open airwaves that routers can use for the new generation of Wi-Fi network
- CITC announced that it would continue to allow using the Tawakkalna application free of charge, without counting data costs for all users
- 3M SAIBOR decreased further reaching by the end of Q1 2021 to 0.79%



5 MAJOR HIGHLIGHTS | SUSTAINED IMPROVEMENT

Performance Highlights

- “Empower the Digital Economy to Unlock Possibilities”
- COVID-19 pandemic effect on the first quarter of 2021 from the precautionary measures was minimal
- Strong achievement in our financial KPI’s:
 - The highest quarterly revenues levels in the last 5 years
 - Efficiency measures taken and reflected in the healthy EBITDA level
 - Net profit increased by more than 73% YoY
- Resilient revenue drive the growth of the first quarter of 2021 despite:
 - Continued challenges from COVID-19 precautionary measures
 - Reduction of Mobile Termination Rates (MTR) for mobile and fixed call effective from June 2020
- Strong operational cash flow (EBITDA-CAPEX), improved by 43% YoY and 242% QoQ, reaching SAR 1,210 million for the period



6 GAIN STRATEGY 2020+ | NEW CORPORATE STRATEGY LEADS THE PATH TO GROWTH IN 2020 AND BEYOND



Empowering
the Digital
Economy to
Unlock
Possibilities

Priorities



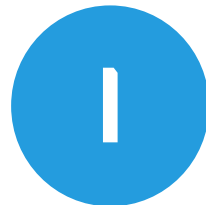
GROW

core revenues



ACCELERATE

digital revenue streams



IMPLEMENT

and optimize efficient delivery



NURTURE

a positive experience for all

PURPOSE

To be the Better Choice to Unlock Possibilities

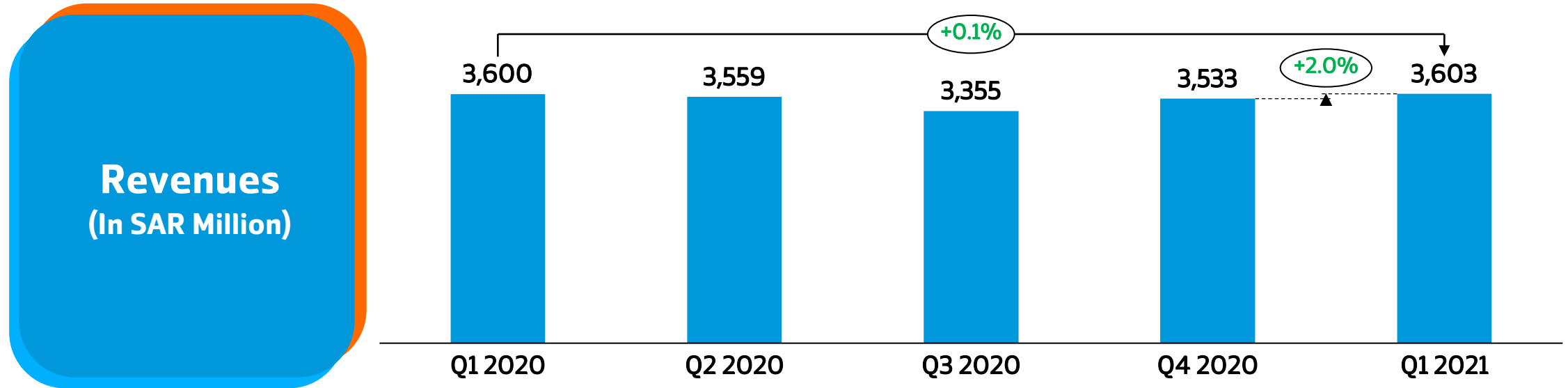
HOW

By Empowering the Digital Economy

BY BEING

The Everyday Hero

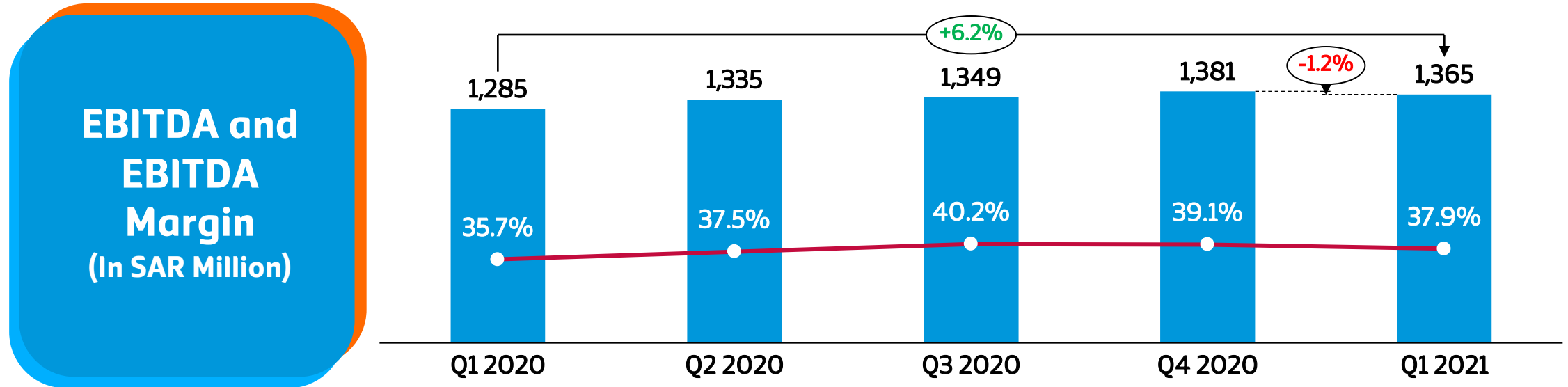
7 KEY FINANCIAL HIGHLIGHTS | SUSTAINED GROWTH IN REVENUES



- Mobily continued to grow its quarterly Revenues to achieve the highest Revenues levels in the last 5 years
- Q1 2021 Revenues increased by 2.0% QoQ and 0.1% YoY
- Revenue growth is driven by the following:
 - Growth in FTTH active base
 - Growth in business unit revenues



8 KEY FINANCIAL HIGHLIGHTS | SUSTAINED EBITDA LEVELS

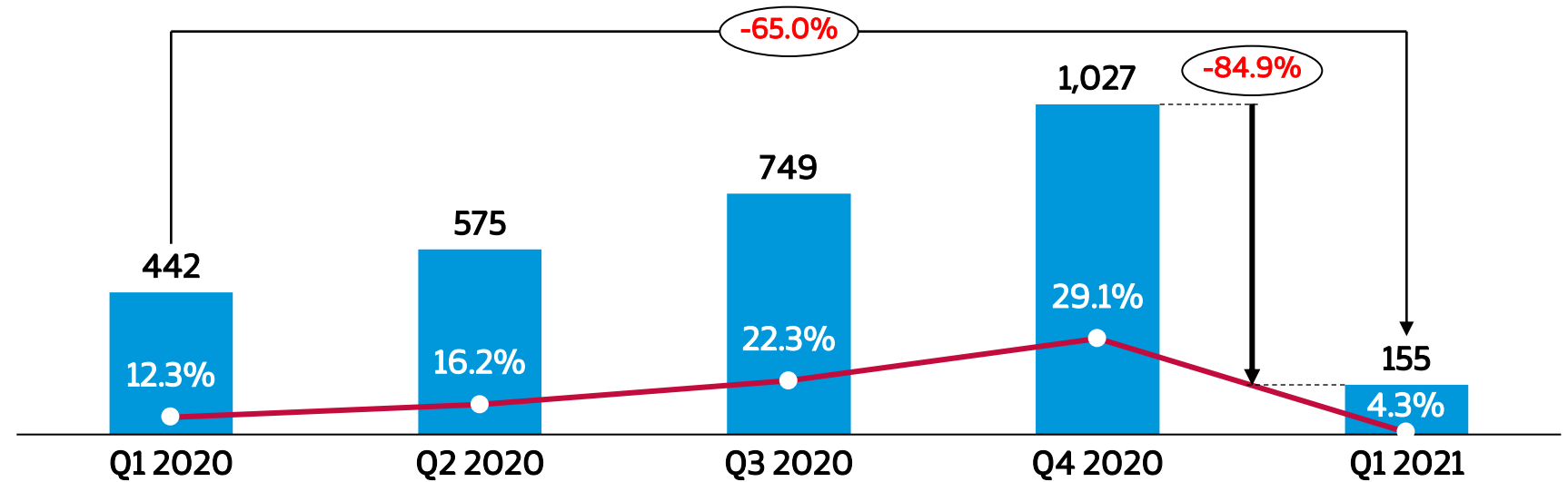


- Q1 2021 EBITDA increased by 6.2% YoY to reach SAR 1,365 million and slightly decreased by 1.2% QoQ reflecting the increase in general and administrative expenses
- The YoY EBITDA growth is driven by Mobily's efficiency in managing its operations
- EBITDA margin maintained healthy levels



9 KEY FINANCIAL HIGHLIGHTS | CONTINUOUS EFFORTS TOWARDS CAPEX RATIONALIZATION

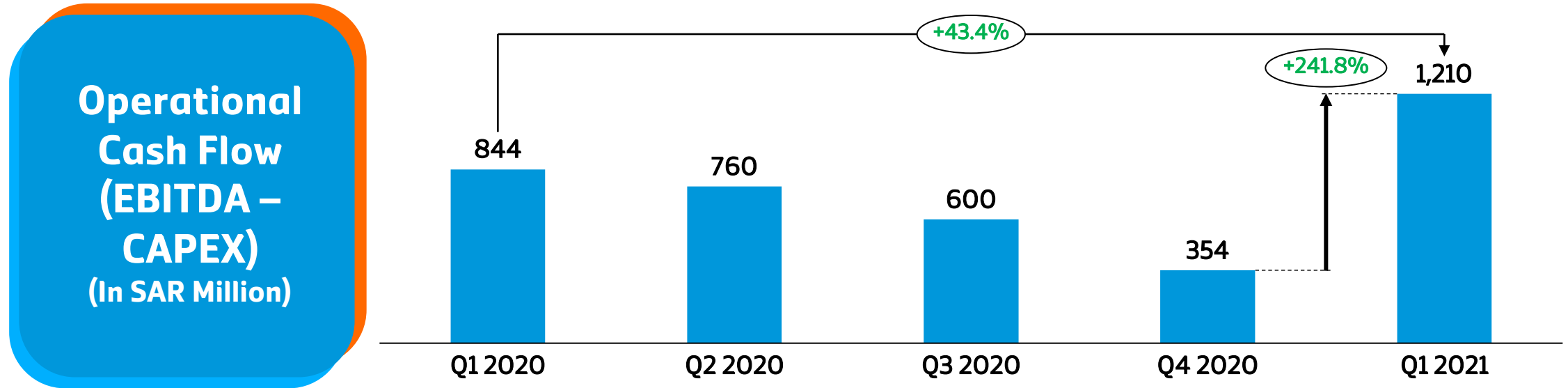
**CAPEX and
CAPEX /
Revenues%
(In SAR Million)**



- CAPEX in Q1 2021 decreased by 65.0%% to reach SAR 155 million YoY and 84.9% QoQ due to the seasonality of Q1 2021 and aggressive Capex investments in the previous quarter
- Mobily is committed to invest in the infrastructure and improve the quality of service



10 KEY FINANCIAL HIGHLIGHTS | FOCUS ON OPERATIONAL CASH FLOW GENERATION

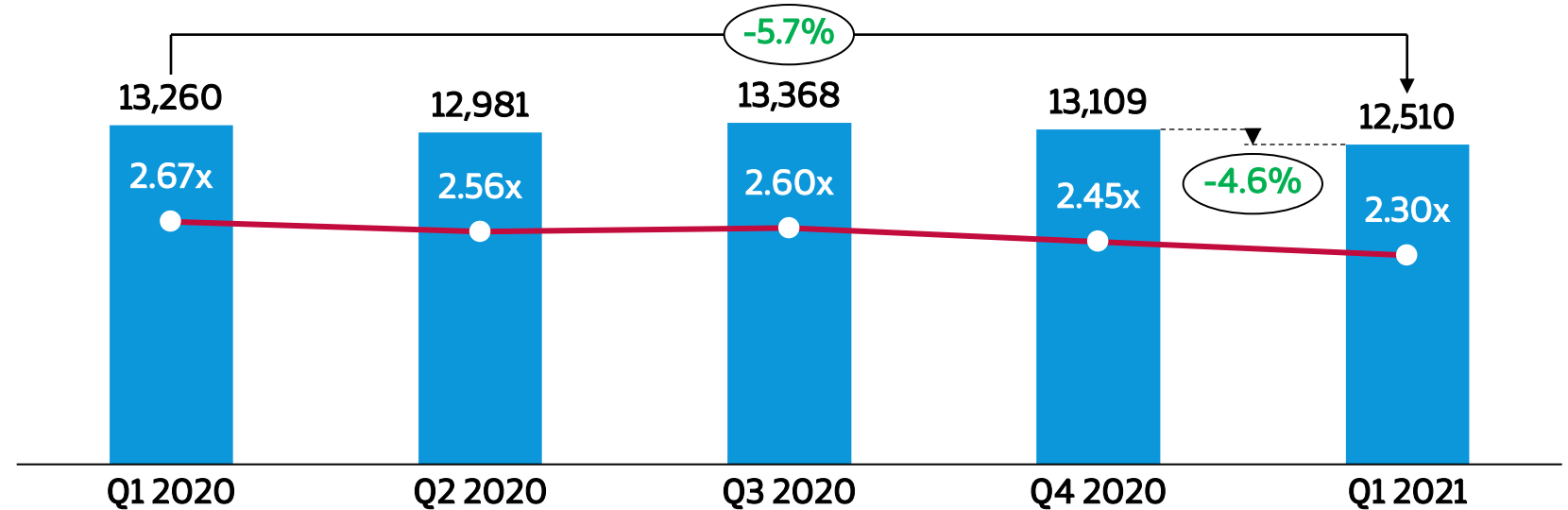


- Q1 2021 Operational Cash Flow (EBITDA - CAPEX) increased by 43.4% to reach SAR 1,210 million YoY and by 241.8% QoQ
- Healthy operational cash flow generation was mainly driven by the following:
 - Lower CAPEX
 - Continued efficiency in managing operational cost



11 KEY FINANCIAL HIGHLIGHTS | BALANCED NET DEBT LEVELS

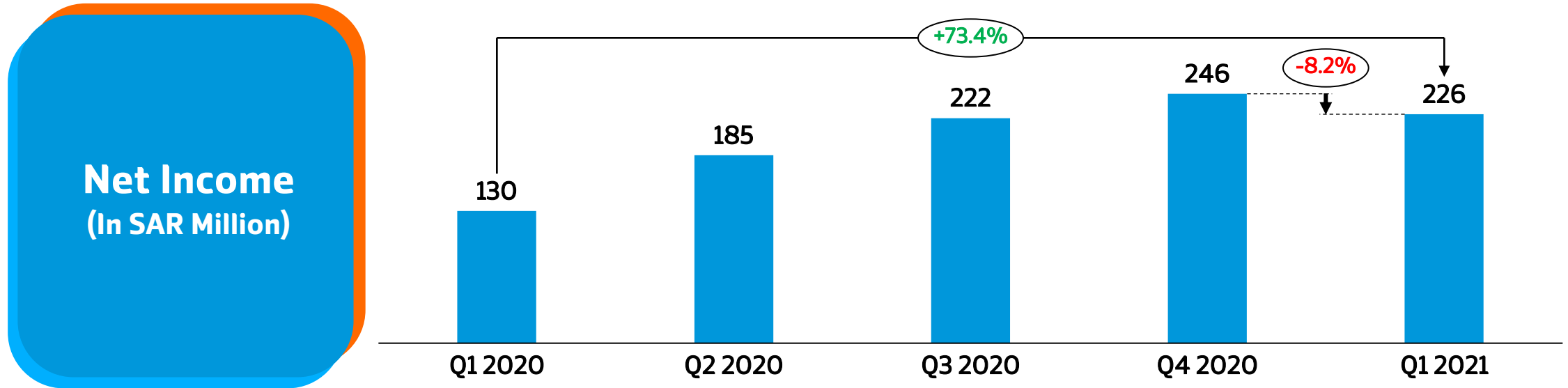
**Net Debt and
Net Debt
/ EBITDA
(In SAR Million)**



- In Q1 2021 Mobily achieved the lowest Net debt level at 2.30x
- During the last 12 months Mobily has reduced its total debt by more than SAR 1 billion
- The company's ability to reach healthy levels of its net debt was reflected in the decrease of financial charges for Q1 2021 to reach SAR 126 million decreased by 21.9% YoY and 0.4% QoQ



12 KEY FINANCIAL HIGHLIGHTS | GAINING PROFITABILITY



- Mobily succeeded in recording a net profit of SAR 226 million for Q1 2021, an improvement of 73.4% YoY and declined by 8.2% QoQ
- YoY net profit growth primarily driven by the company's efficiency in managing its operations



Q&A





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Thank you

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