Investor Presentation

1st Quarter 2017

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Contents

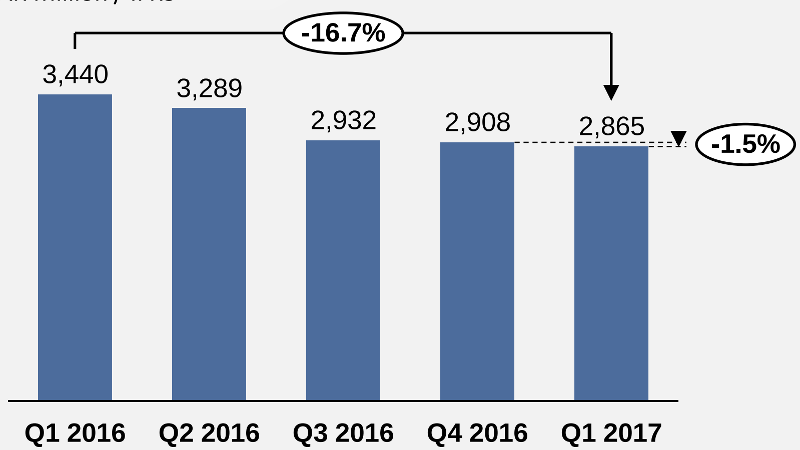
General Overview l Q1 2017 Main Events

Macro	▪ Decrease of 3-months SIBOR from its highs in Q4 (above 2%) to 1.8% in March 2017. ▪ New Corporate Governance Regulations to supersede the old Corporate Governance Regulations and shall enter into force starting April 22, 2017 except for some provisions which enter into force on Dec 31, 2017. ▪ Pressure on consumers purchasing power.
Regulatory	▪ Obtainment of Unified License to provide all licensed telecommunication services including fixed line voice services against a fee of SR 5 million, with a validity until Oct 21, 2043. ▪ Announcement of spectrum auction.
Business	▪ New Mobily CEO as of Jan 9, 2017. ▪ Signing of a 7.9B SAR refinancing facility agreement on Feb 1, 2017 with a group of Saudi Banks (National Commercial Bank, Banque Saudi Fransi, Samba Financial Group, Saudi British Bank, Riyad Bank and Al-Rajhi Bank). The facility has 7 years maturity with 2 years grace period and 5 years repayment period. ▪ Conclusion of the new Technical Services and Support Agreement with Etisalat on Feb 27, 2017 with a validity of 5 years. The new agreement is subjected to the approval of General Assembly of the company. ▪ IFRS implementation. ▪ Continuation of growth in data segments. ▪ Revenue mix geared towards higher weight for higher margin services.

Financial Overview l Revenues & Gross Margin

Revenues

SAR Million / IFRS(*)



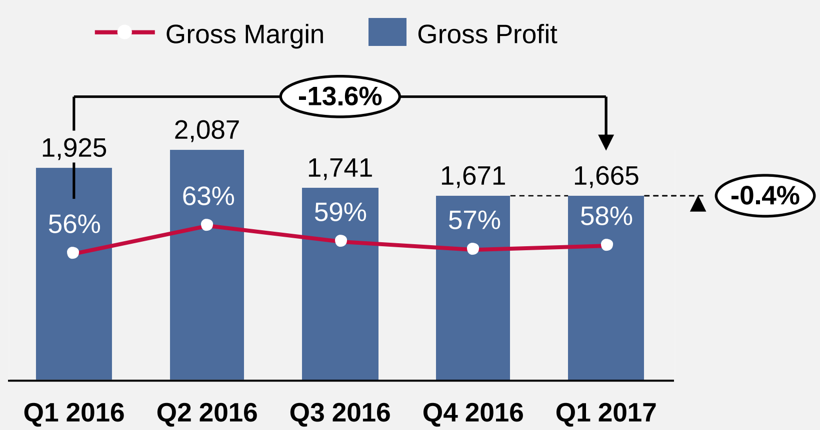
Revenues declined YoY by 16.7% due to the following:

- Loss of subscriber base as a result of biometrics implementation earlier last year (lower sales and disconnection of unregistered subs).
- Uncompetitive spectrum allocation positioning until Q2 2016.
- The reduction of the interconnection rates which took place in April 2016.

However, starting of stabilization when compared to the previous quarter if we take into account Q4 to Q1 seasonality.

Gross Profit

SAR Million / IFRS



Gross profit decreased by 13.6% YoY as a result of the revenue decline.

However gross margin increased by 1 pts, reflecting better mix toward more profitable revenues coming mainly from data.

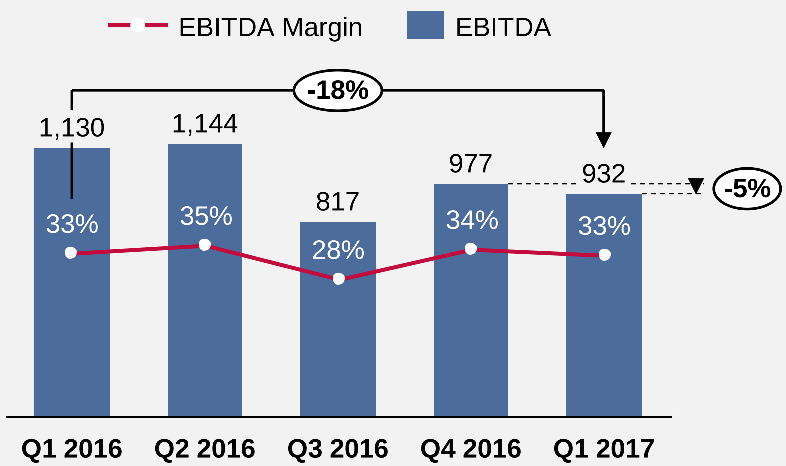
Gross Profit is almost flat QoQ.

(*) IFRS figures are reviewed by auditors but unaudited for Q1-17 and Q1-16, and neither reviewed nor audited for Q2-16, Q3-16 and Q4-16.

Financial Overview I EBITDA and Net Result

EBITDA and EBITDA Margin

SAR Million / IFRS

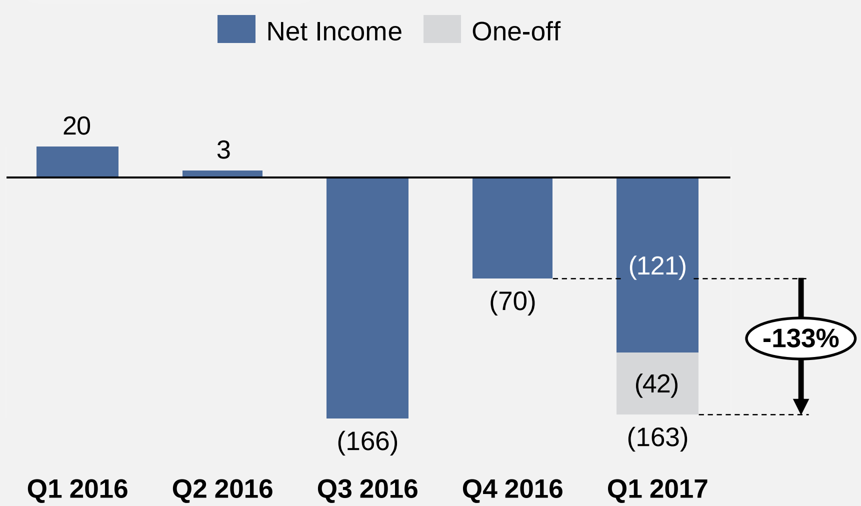


Despite the pressure on revenues, the company maintained a healthy level of EBITDA margin at 32.5%.

EBITDA declined by 18% YoY driven by the decrease in gross profit partially offset by several efficiency measures that took place in 2016 and continue to produce its effects.

Net Income

SAR Million / IFRS



Q1 Net Result of SAR -163 million VS. 20 million in Q1 2016 results from:

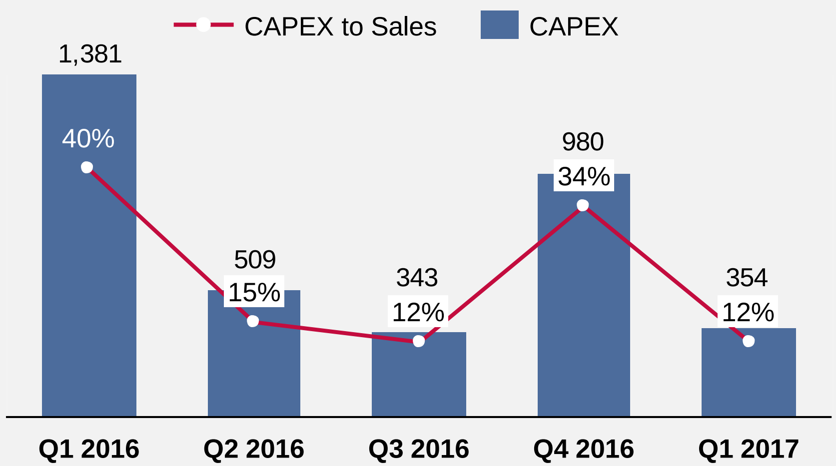
- Lower EBITDA.
- Increase of interest and financial charge expenses (increase of SIBOR and net debt levels).

that were contained through lower D&A (mainly extension of the license).

Out of the SAR 93 million gap in net result when compared to Q4, SAR 42 million are related to the 7.9B refinancing.

Financial Overview l CAPEX & Operational Cash Flow (EBITDA – CAPEX)

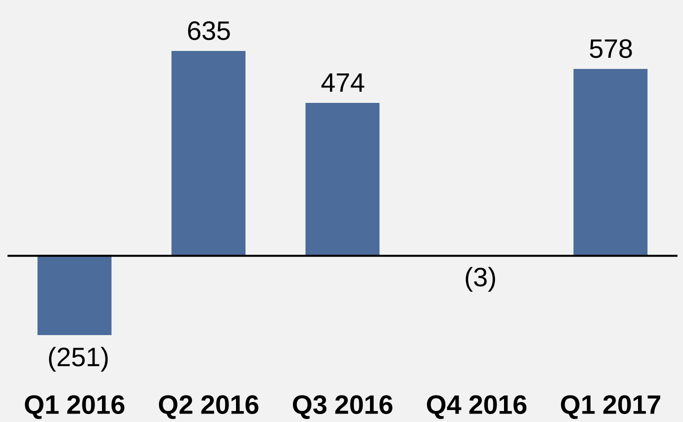
CAPEX/ CAPEX to revenues %
SAR Million / IFRS



Continuous efforts towards CAPEX rationalization while maintaining customer experience.

Q1 CAPEX were affected by previous year backlog CAPEX capitalized during 2016.

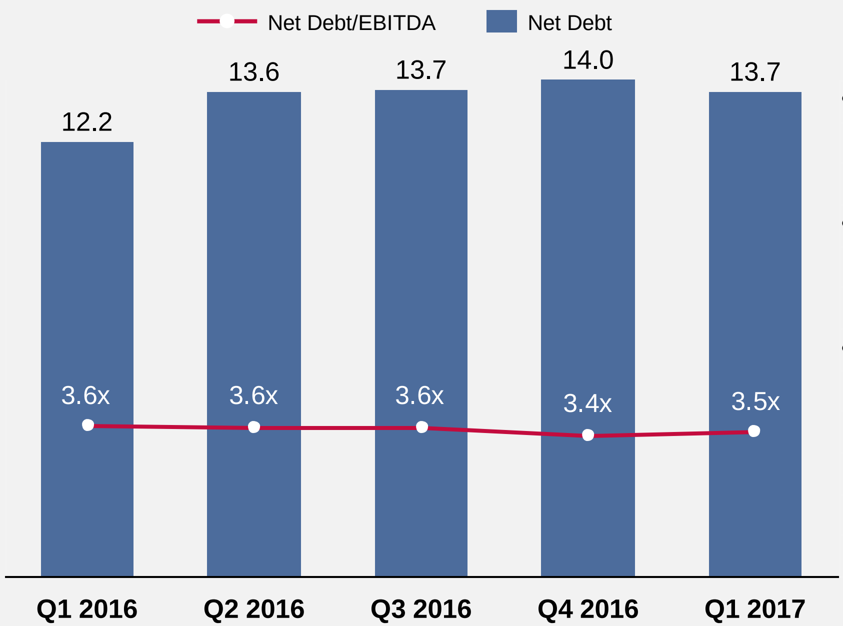
Operational Cash Flow (EBITDA – CAPEX)
SAR Million / IFRS



Good operational cash flow generation driven mainly by lower CAPEX.

Net Debt and Net Debt/EBITDA

SAR Billion / IFRS



- **Close monitoring of the Net Debt and Net Debt/EBITDA ratio.**
- **In 2016 the company successfully paid SR 3.6 bn in debt principal and Interest.**
- **An unsecured SAR 7.9 billion Murabaha facility, with a maturity of 7 years; 2 years grace period and 5 years repayment period, to refinance the current debt; reflecting the increased confidence of the creditors in Mobily and its future prospects.**

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