



GO
Telecom

Earning Presentation

FY2023-24



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KSA TELECOM INDUSTRY OVERVIEW



Significant investments in digital infrastructure, including the expansion of 5G networks, which now cover 99% of the population, up from 98% in the previous year.



The data center capacity increased to 204 megawatts in 2023, from 122 megawatts in 2022, supporting larger data flows and enhanced cloud services.



Saudi Arabia has achieved a significant milestone by ranking 3rd among G20 nations and 31st globally in the E-Government Development Index.



Global Innovation Index: Saudi Arabia has made impressive progress in the Global Innovation Index, improving its ranking to 48th in 2023 from 68th in 2019.



The launch of the first generative AI accelerator in the region, "GAIA", which aims to foster innovation and support startups specializing in artificial intelligence.

WOMEN IN TECHNOLOGY

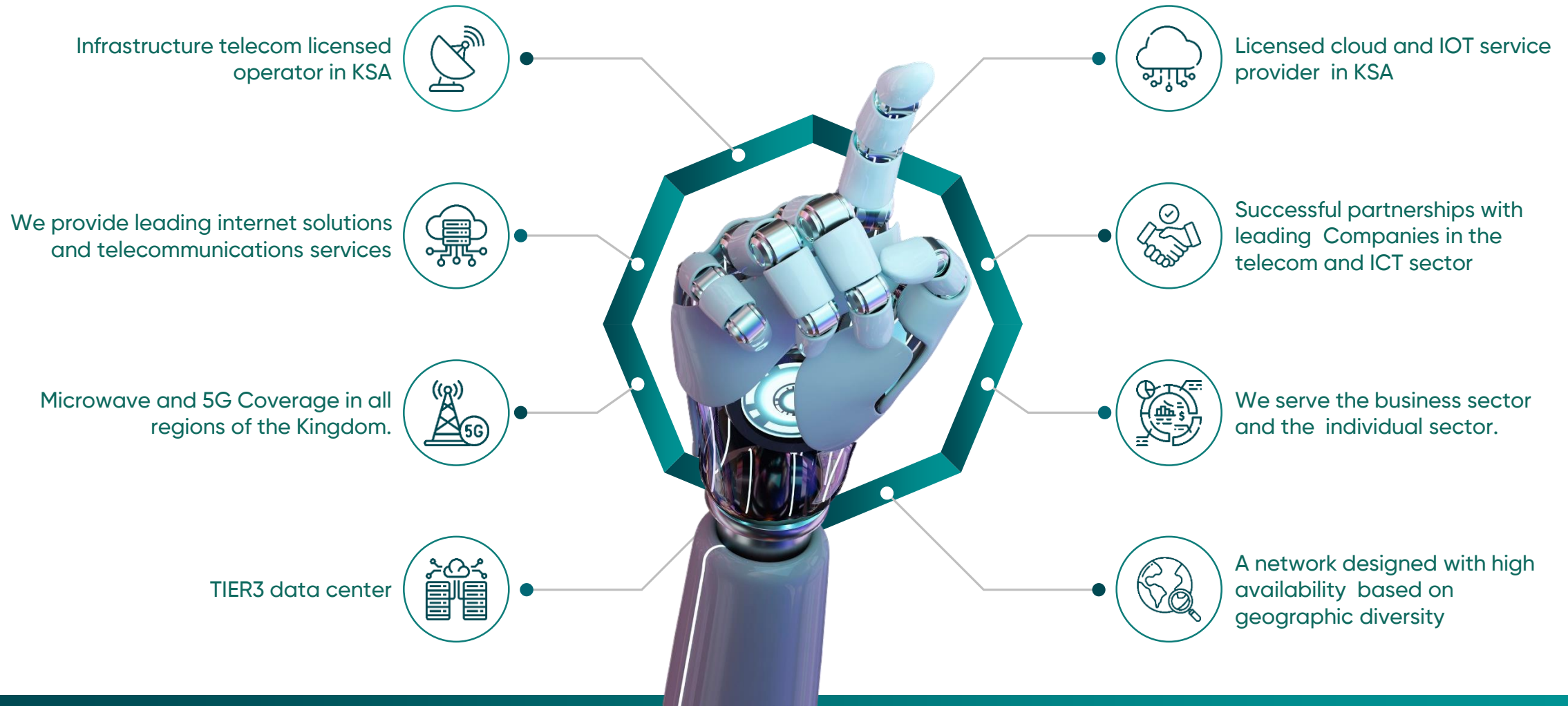
Women's participation in the tech sector reached 34.18% in 2023, surpassing averages in the EU, G20, and Silicon Valley.



52%

Venture Capital Deals in MENA goes To KSA

About the Company



Products & services



CONNECTIVITY & INTERNET

- » DIA
- » IPVPN
- » Global MPLS
- » FTTB
- » Private 5G network



VOICE SERVICES

- » SIP trunk services
- » Unified and toll free number
- » Unified communication (UCaaS)



CLOUD SOLUTIONS

- » Infrastructure as a service
- » CO-Location (Data Center Solutions)
- » software as a service



IOT SOLUTIONS

- » Machine to machine (M2M)
- » Smart city solutions
- » Video Analytic
- » Smart Lights
- » Connected Workers



MANAGED SERVICES

- » Managed router services
- » Distributed Denial Of Services (DDoS)
- » Managed SD-WAN
- » Digital Transformation consultation

GO FOCUS TURNAROUND STRATEGY

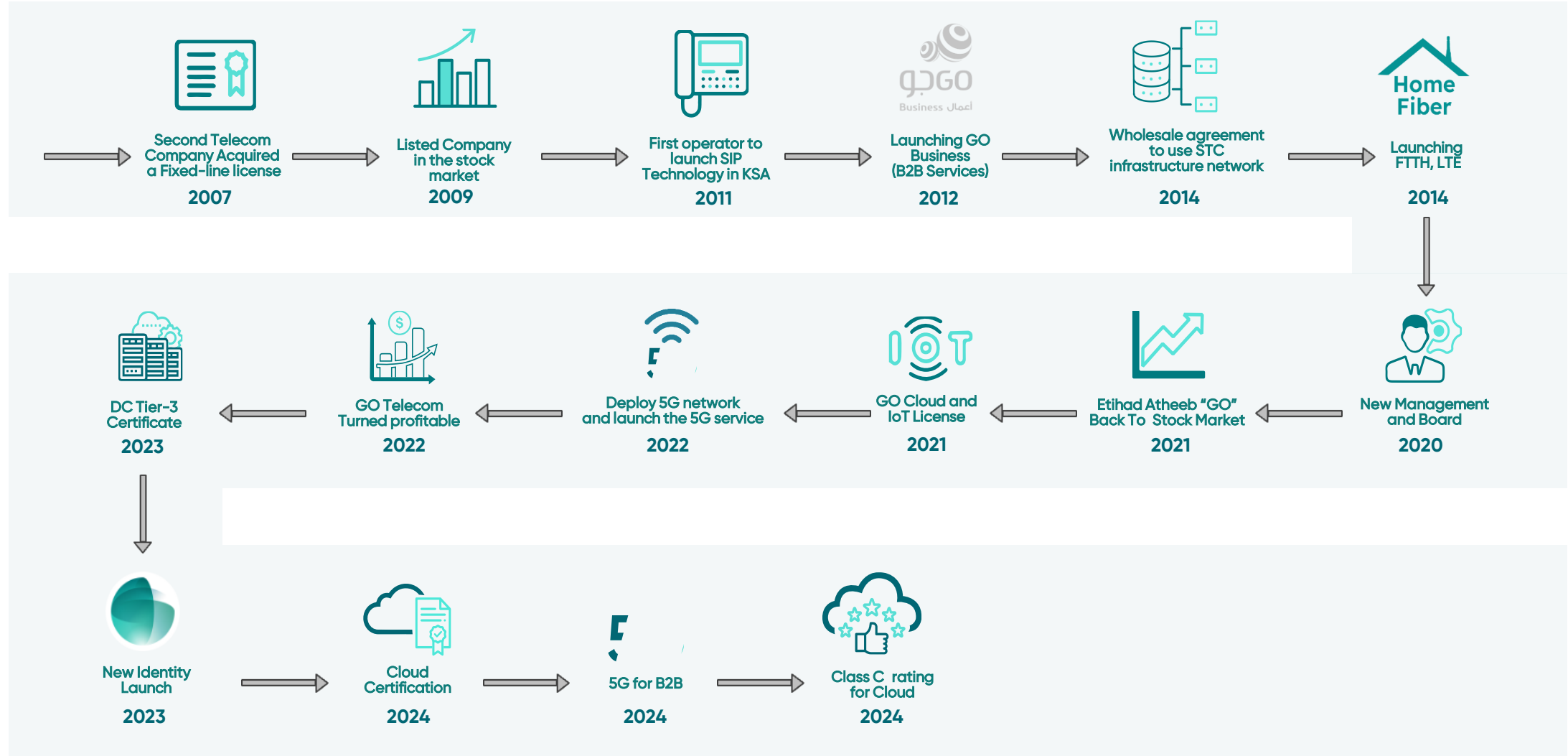
Strategy

G**Gear Investments Towards Value Driving Technology****O****Optimize Organization Structure, Governance & Key Functions****F****Focus On Key Priority Verticals****O****Offer a Competitive ICT Value Proposition****C****Cultivate & Enhance Partnerships****U****Unlock Adjacencies****S****Strengthen Customer Experience**

Our core values



GO TELECOM MAJOR MILESTONES





PERFORMANCE HIGHLIGHT



Achieved 1 billion in revenue FY2023



Net profit margin from negative **to Competitive Margin**



healthy place to work certification

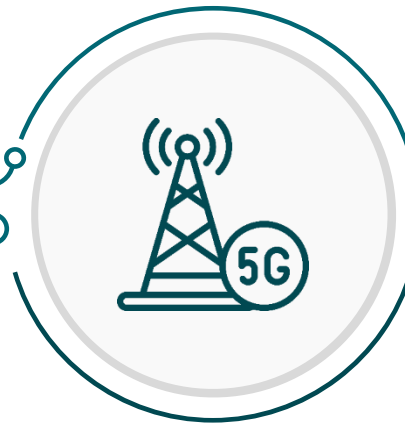
PERFORMANCE HIGHLIGHT



Successfully executed a rights issue, boosting capital and enabling stock relisting.



Diversified into B2B services.



Upgraded to 5G, enhancing network capacity and customer satisfaction.



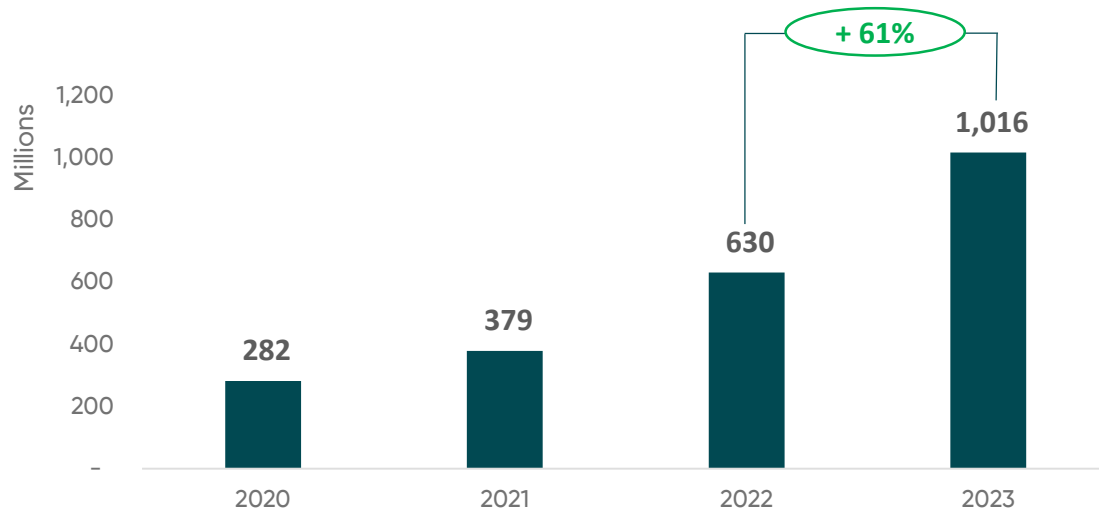
Implemented Cost optimization , measures, significantly lowering operational costs.



Restored investor confidence with improved stock performance and market valuation.

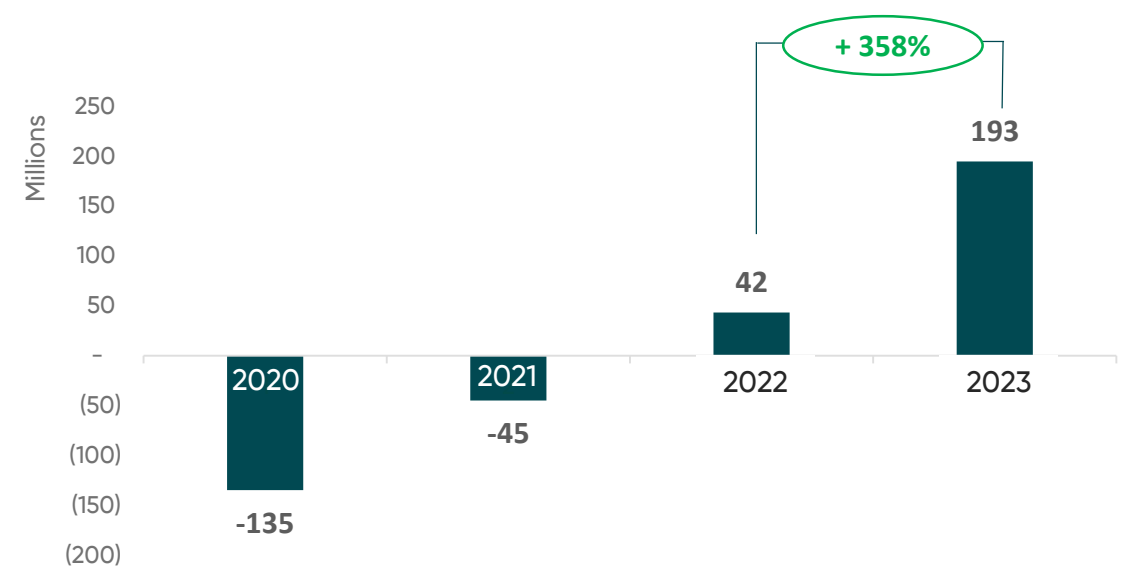
Financial performance

Revenue Performance



- **Over 1 billion in revenue** marks a significant milestone for our company, highlighting the effectiveness of our long-term strategy.
- Our strategic **FOCUS** on diversifying service offerings and enhancing customer engagement has effectively tripled our revenue.

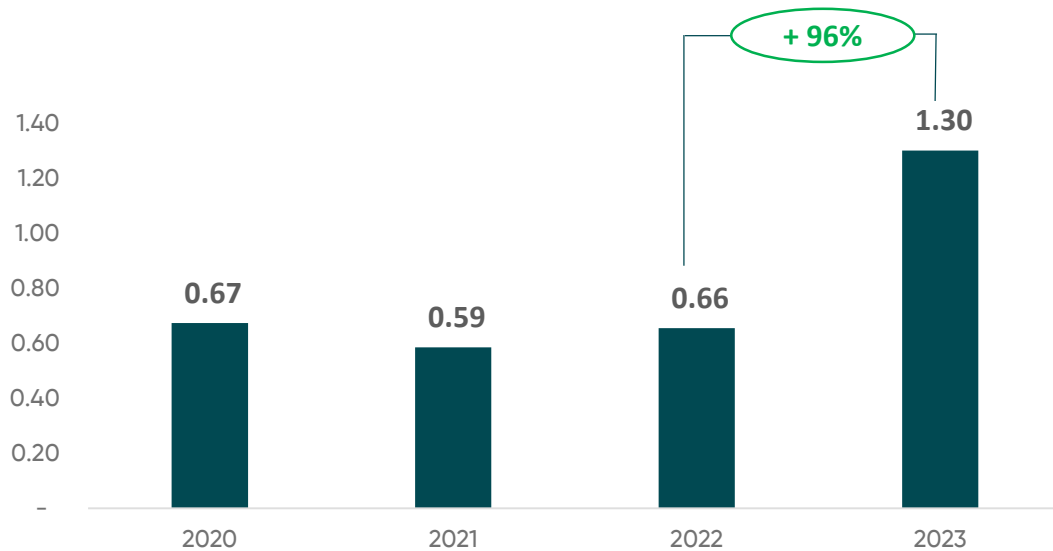
Net Profit



- Achieving 193 million in Gross profit FY2023 reflects our strategic efforts in **cost optimization**.

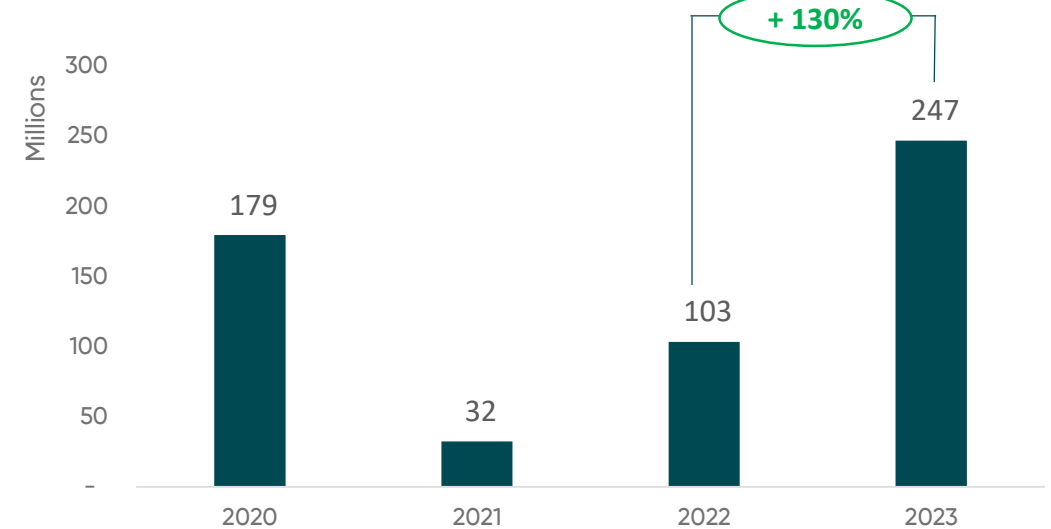
Financial performance

Current Ratio



- Improving our current ratio from 0.66 in 2022 to **1.30** in 2023 **demonstrates our strengthened liquidity position.**

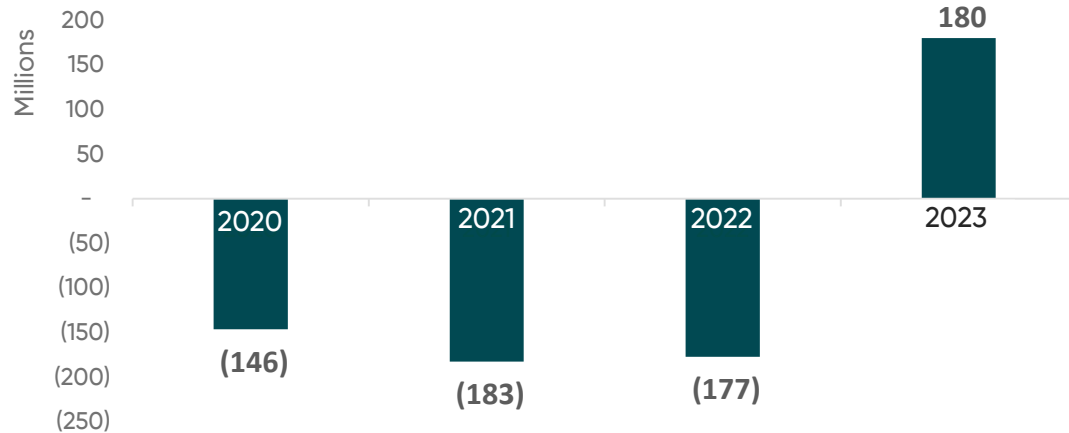
EBITDA



- The rise in EBITDA from 103million in 2022 to 247 million in 2023 reflects our successful efforts in controlling costs.

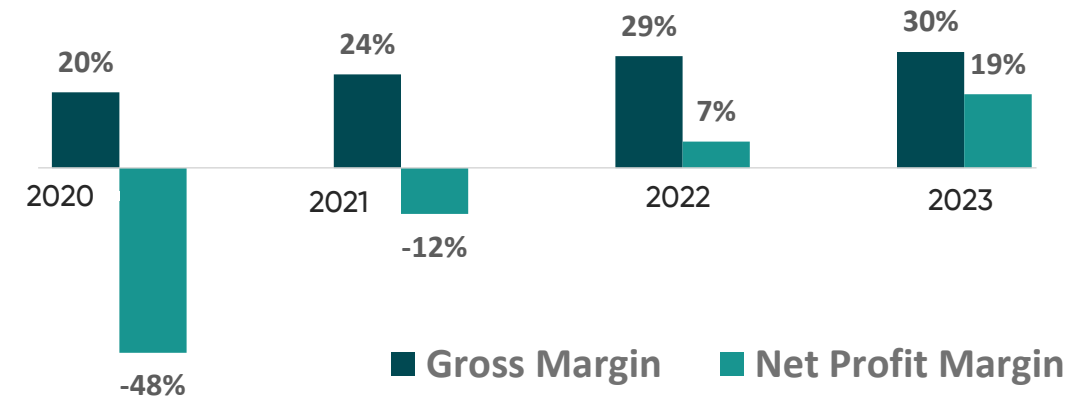
Financial performance

Working Capital



- We moved from a working capital deficit of 177 million in 2022 to a surplus of **180 million** in 2023, indicating **improved liquidity and financial stability**.

Gross Profit Margin & Net Profit Margin



- Net profit margin has significantly improved from a challenging **-48%** in 2020 to an impressive **19%** in 2023, **demonstrating our turnaround strategy Impact**.
- Gross Margin & Net profit margin is a essential to our rigorous cost optimization measures and strategic initiatives aimed at **Utilizing operational costs**
- The consistent enhancement of our GPM&NPM underscores our commitment to operational excellence and strategic growth.

Announced Projects



AND MANY MORE TO COME..

EXECUTIVE TEAM



Mr. Yahya Saleh Al Mansour
Chief Executive Officer



Dr. Saleh Khalaf AlHarthi
Chief Strategy Officer



Eng. Turki Ramadan Alenazi
Chief Technology Officer



Mr. Mohammad Ahmed Alghamdi
Chief Business Support Officer



Mr. Mohammad Mansour Kerhan
Acting Chief Business Officer



Mr. Mohammad Hamdan Al Abdullah
Acting Chief Financial Officer



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**THANK
YOU!**

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