

# Investor Relations



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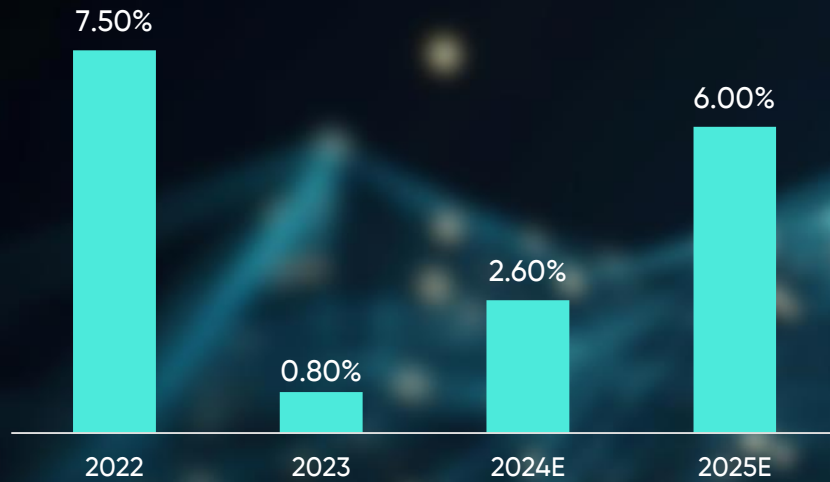
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# Macroeconomic Overview

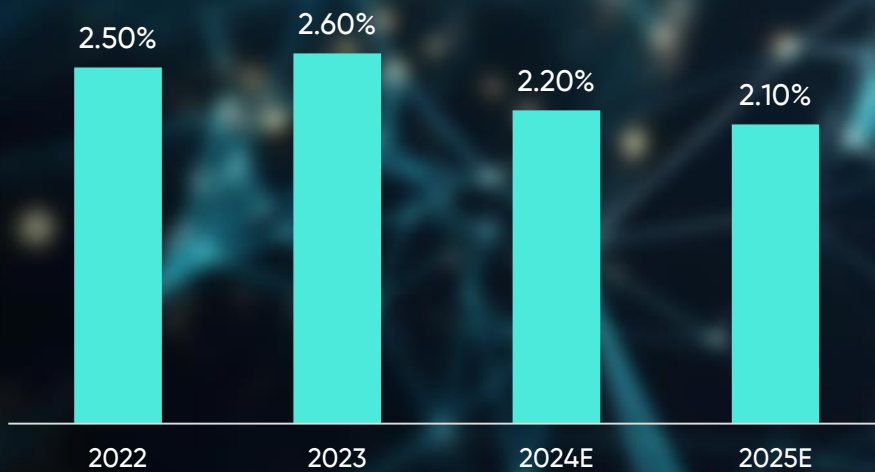
### Real GDP Growth



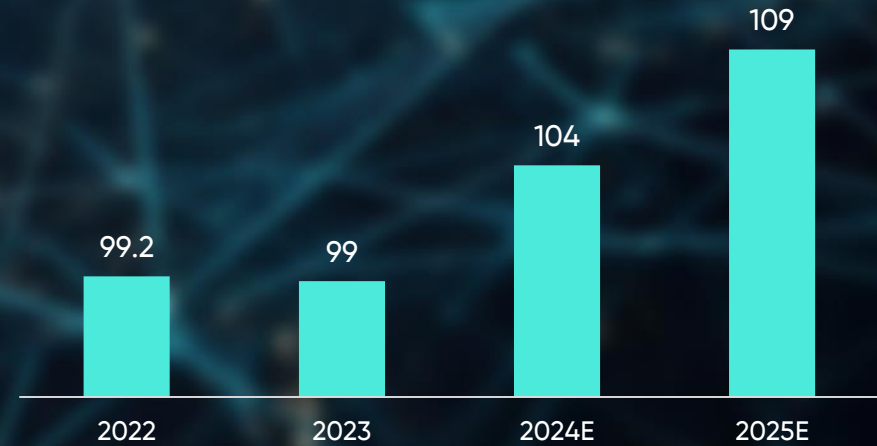
### Brent Oil Price (USD)



### Inflation Rate



### KSA Telecom Sector (SAR bn)





# KSA Telecom Industry Overview

# 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 ,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.



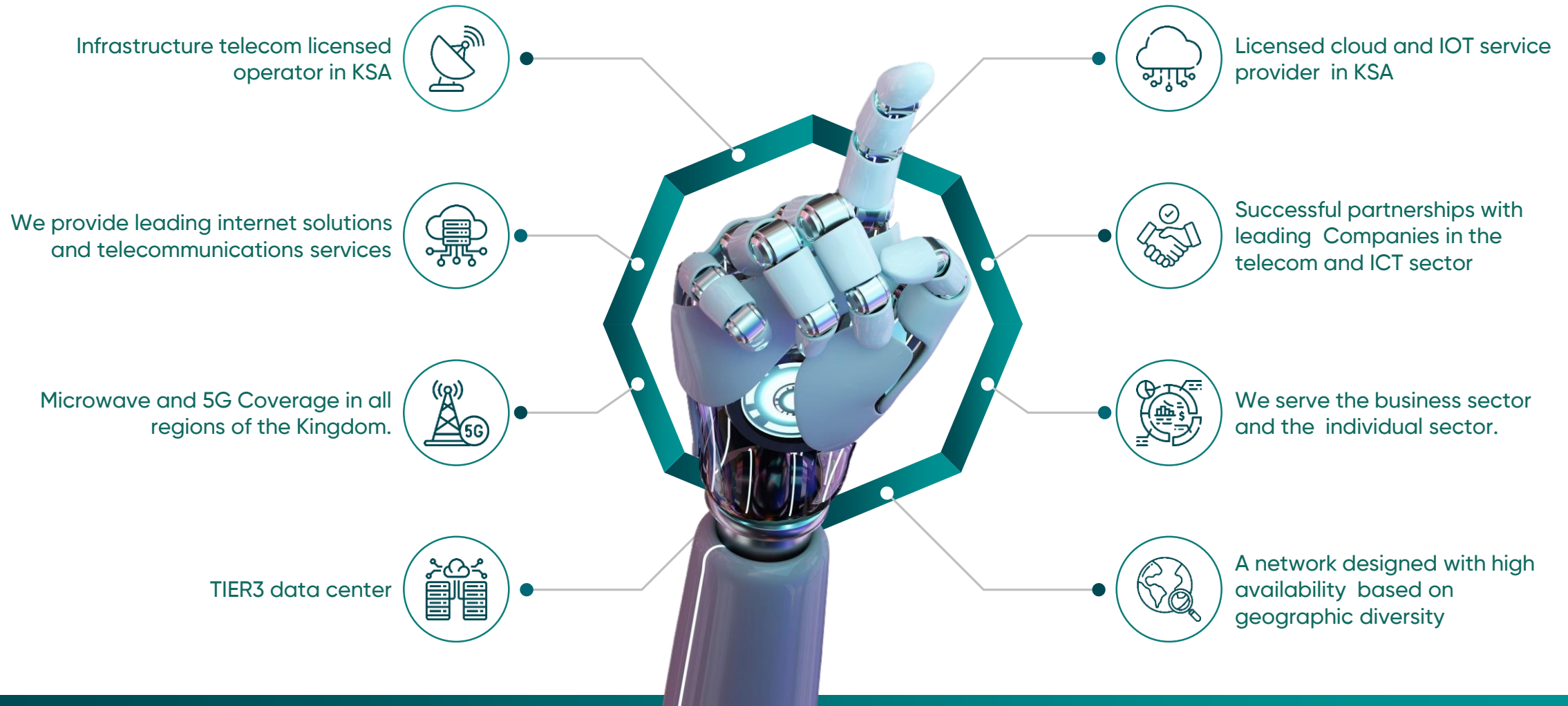
# 52%

Of venture capital investment in MENA region are directed towards Saudi Arabia .



# Company overview

# GO Telecom



# 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

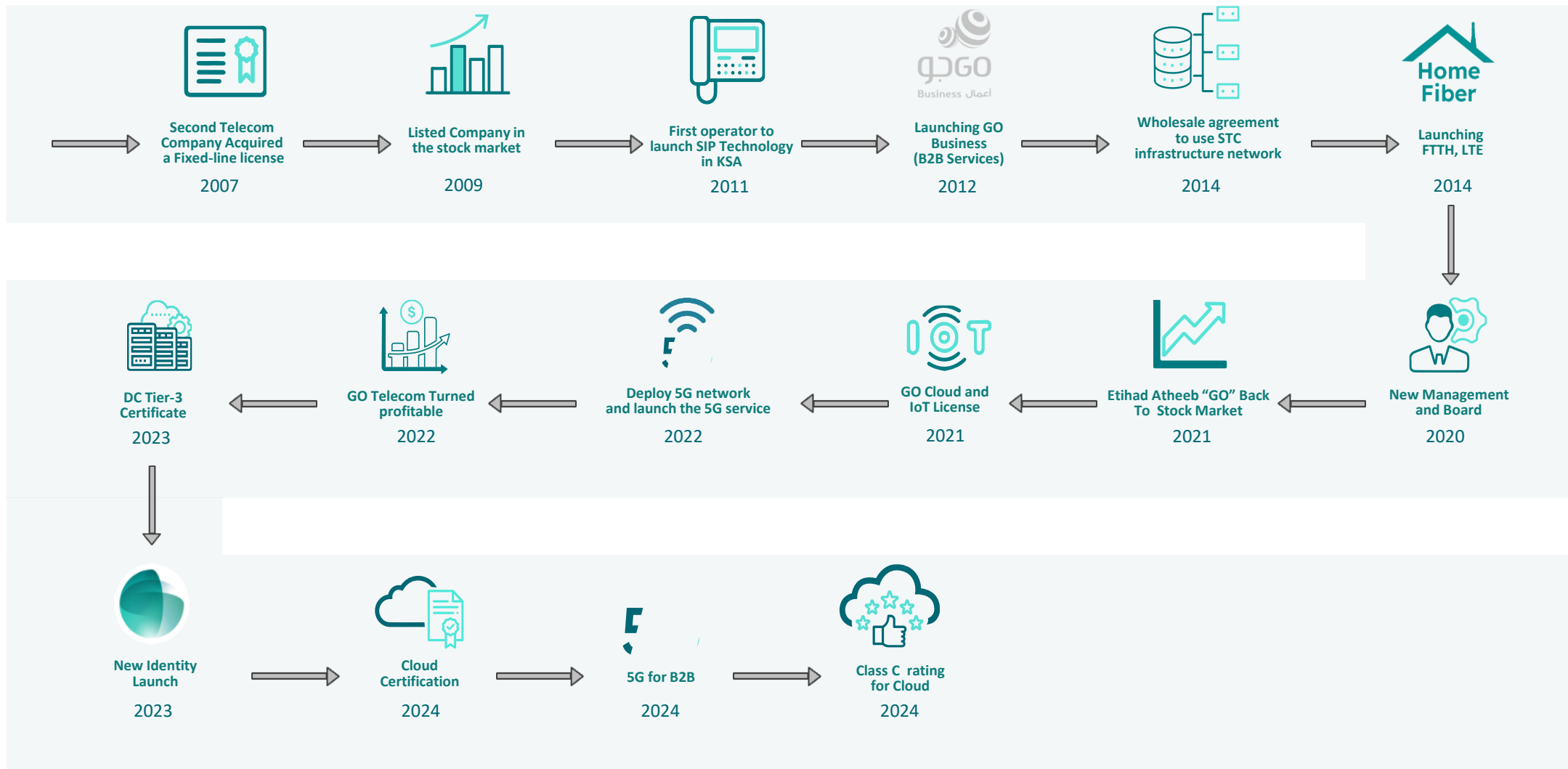
- » Machine to machine (M2M)
- » Smart city solutions
- » Video Analytic
- » Smart Lights
- » Connected Workers



## MANAGED SERVICES

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

# GO Telecom Major Milestones



# Performance Highlight



Achieved **1 billion** in revenue FY2023



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



healthy place to work certification



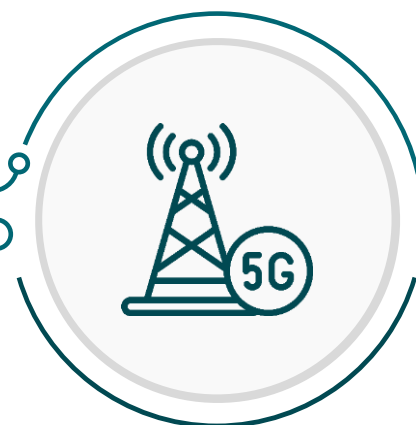
## Performance Highlight



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



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.

# Our core values



Integrity

Fairness

Customer  
Centricity



Transparency

Commitment

Innovation

# Main Markets



Education



Military sector



Health



Service Sector



Hotels



Small and medium –  
sized enterprises



Energy



Oil and Gas



Retail Sector



Entertainment



Startups



Banking and  
Insurance

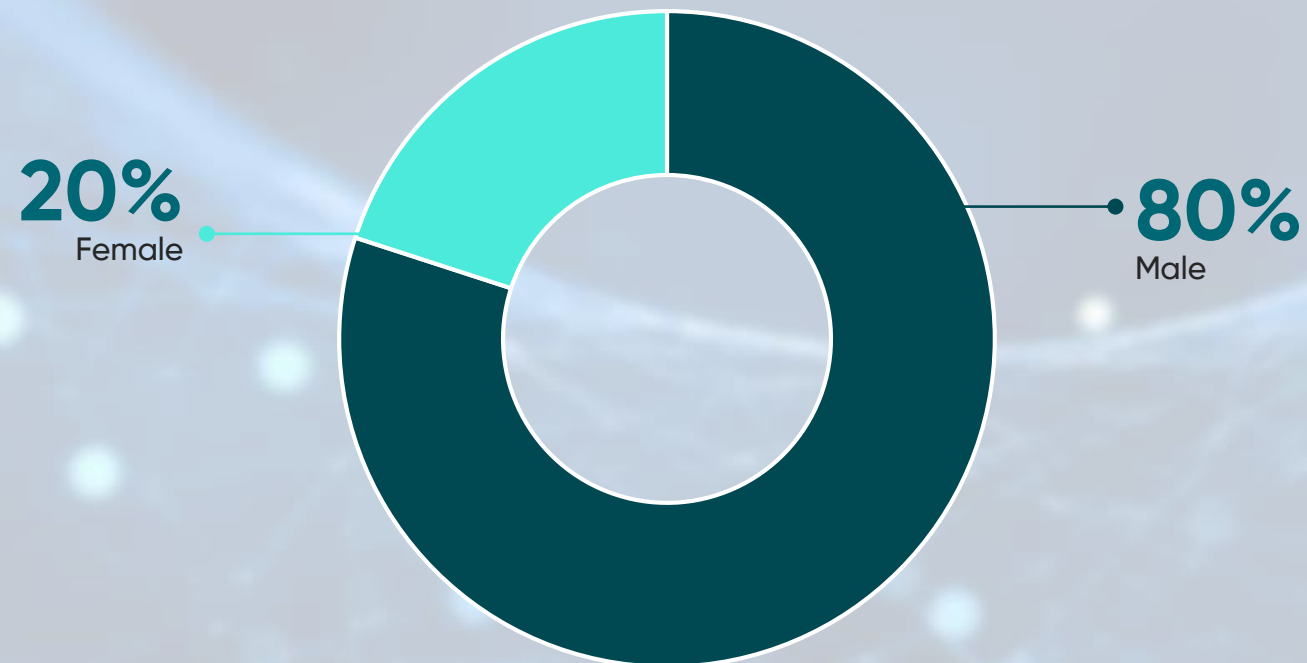


Mining



Transportation and Logistics

# HUMAN CAPITAL OVERVIEW



Average Employee Ages

**37**



# Strategy Highlights

# 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**

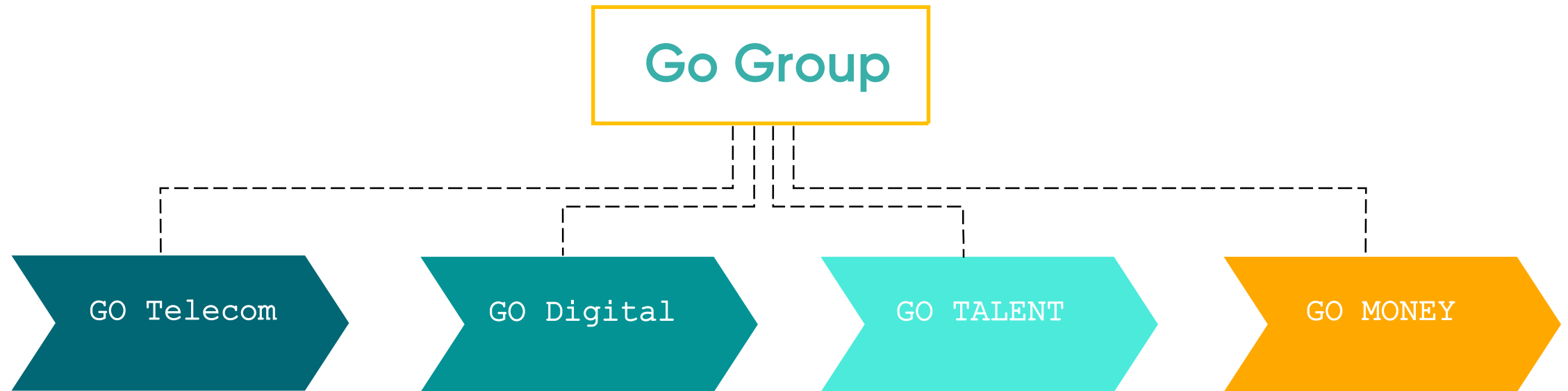
**U**

**Unlock Adjacencies**

**S**

**Strengthen Customer Experience**

# Future Organization Structure : Group Formation

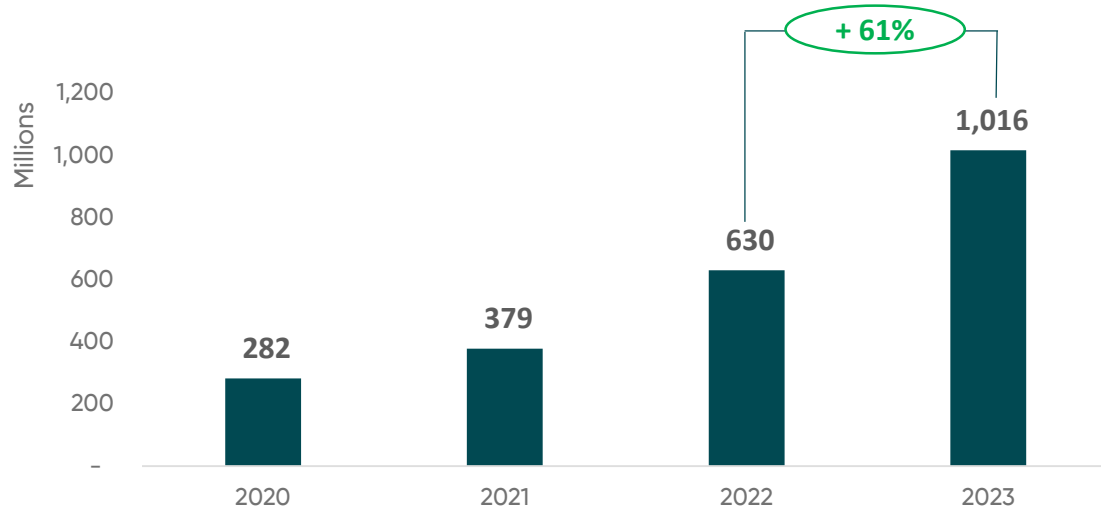




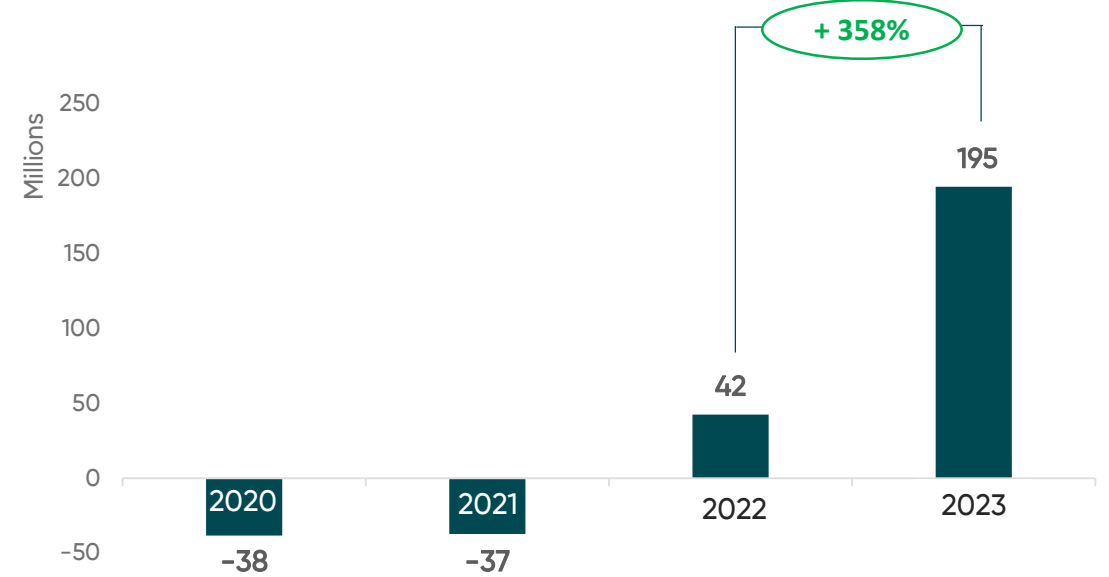
# Financials Overview

# Financial performance

## Revenue Performance



## Net Profit

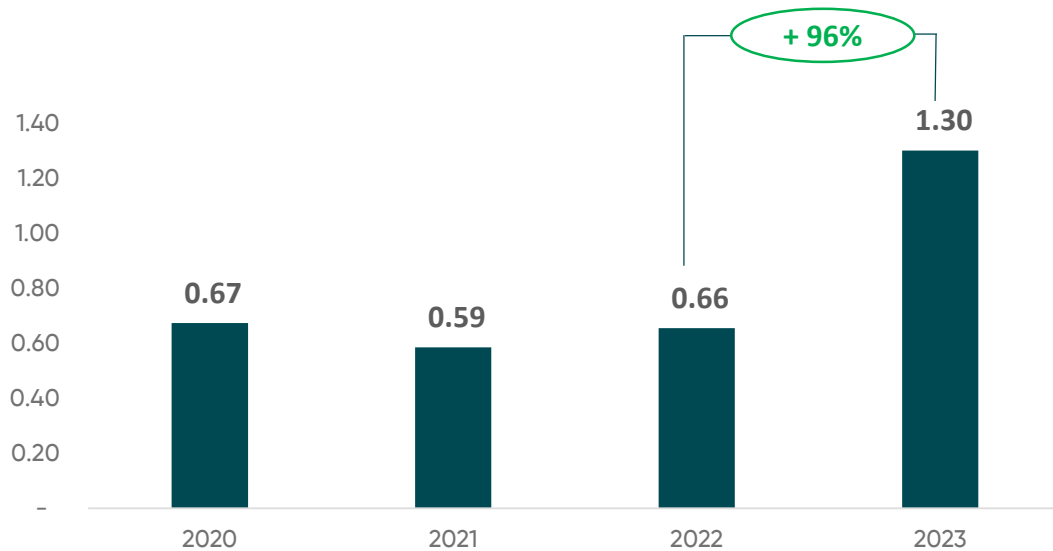


- **Over 1 billion in revenue** marks a significant milestone for our company, highlighting the effectiveness of our long-term strategy.
- Our strategic **FOCUS** on diversifying service offerings and enhancing customer engagement has effectively tripled our revenue.

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

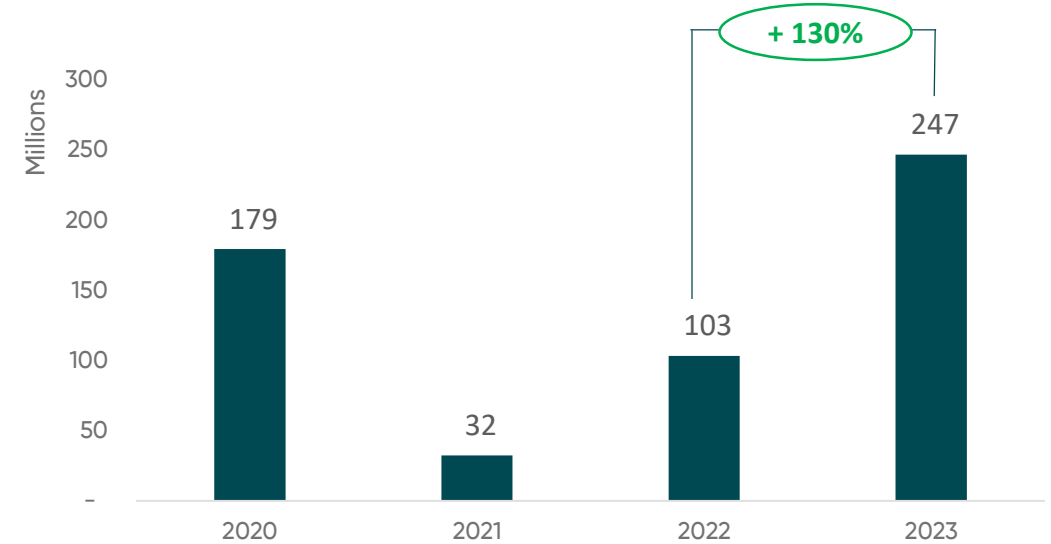
# Financial performance

## Current Ratio



- Improving our current ratio from 0.67 in 2022 to **1.30** in 2023 demonstrates our strengthened liquidity position.

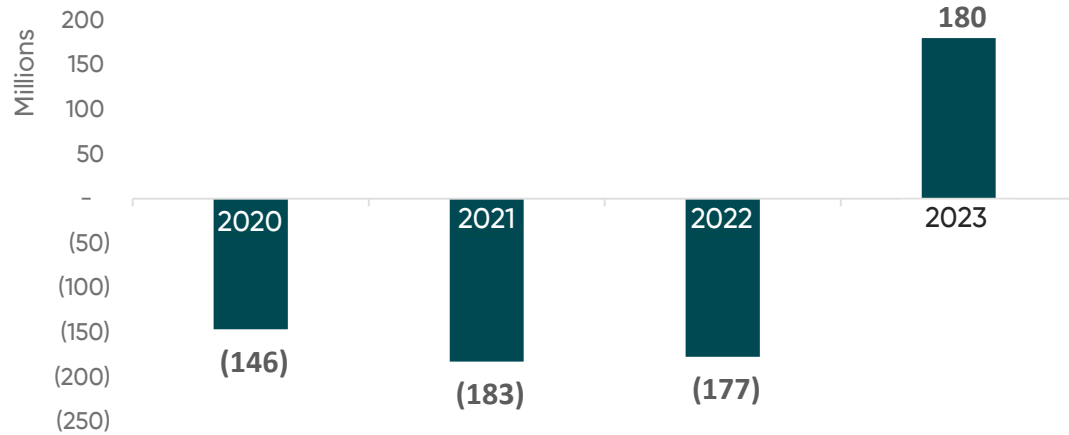
## EBITDA



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

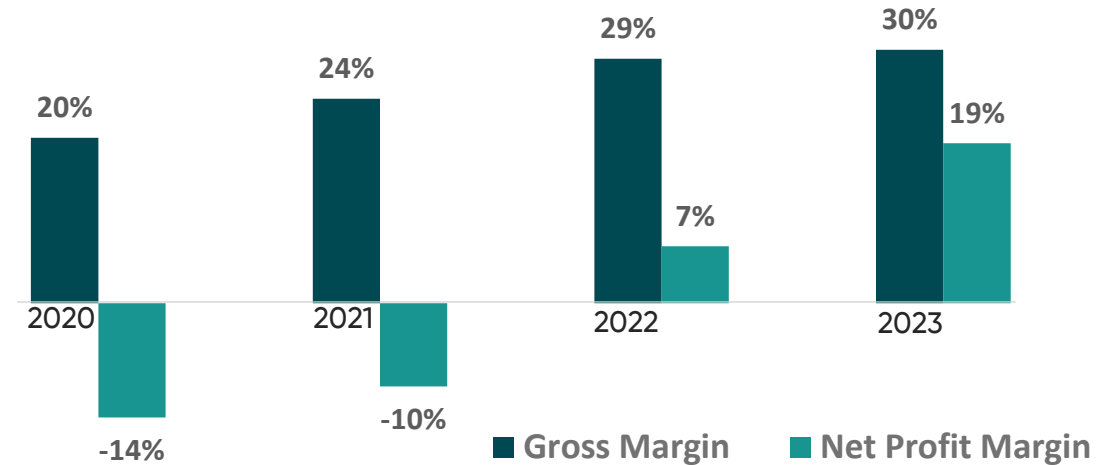
# Financial performance

## 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 **-14%** 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.

# 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



**ESG**

# SUSTAINABILITY STRATEGY & POLICIES AT GO TELECOM

We have At GO Telecom focus areas in our sustainability management framework. These are vital for the success of our business and for the benefit of our stakeholders. Within each pillar, we have identified higher priority material topics that we seek to address within our sustainability strategy and disclosure.

## MISSION

Be a role model for sustainability and corporate governance

## STRATEGIC PILLARS



## STRATEGIC OBJECTIVES



# GO TELECOM DIVERSITY, EQUALITY & INCLUSIVENESS

- » As an equal-opportunity employer, we aim to provide an equal and inclusive work environment that attracts, develops, and retains the best individual talents. In addition to securing the safety and well-being of our workforce, we seek to create a work environment that enables people to thrive at GO Telecom Company
- » We are committed to fair employment and integrity in the workplace and strive to create an inclusive culture that values all employees. We collaborate with the Business Disability Network, to assess how to best integrate persons with disabilities as equal and effective members of the workforce. We also launched the Employment Mapping initiative to identify and specify all jobs that are suitable for each type of disability to ensure we hire people in appropriate areas
- » Culture and ethnicity: Even though our nationalization rates are high, our workforce includes people from different ethnicity backgrounds and cultures. In 2023, we recorded +17 nationalities working together to achieve common goals.
- » Women in leadership: Women at GO Telecom form an integral part of our business, and we not only value what they bring to the company, but we also seek to foster an environment that creates meaningful careers for women. In efforts to prepare more women for career opportunities and close the digital divide between men and women .



# CARING FOR THE ENVIRONMENT AT GO TELECOM



## VISION

Saudi Arabia is on the path toward rapid economic and social transformation, guided by Vision 2030. This overarching national vision has spurred advancements in the industry, mining, logistics, and energy sectors, with Go Telecom playing an important role in ensuring that industrial progress is achieved in an environmentally sustainable and socially impactful manner



## NET ZERO 2060

As the Kingdom works towards reaching net-zero carbon emissions by 2060, corporations and supporting bodies such as Go Telecom are taking actions to reduce their carbon footprints and adopt clear environmental, social, and governance (ESG) policies to ensure future growth in key sectors is both sustainable and inclusive.



## ENABLEMENT

Beyond their own operations, public entities supporting business growth have an important enabling role to play in encouraging ESG adoption. At Go Telecom, corporate investments in technologies, facilities and products that address or mitigate environmental challenges are being incentivized, and advisory services are increasingly focused on corporate sustainability and social impact



## IMPACT

Growth in strategic sectors can have a positive multiplier effect on society when the social impacts of projects and policies are factored into the corporate decision-making progress. At Go Telecom, this includes support for national aims such as Saudi regional development, and female empowerment through hiring and training.



## MITIGATION

Sustainable growth strategies must be accompanied by clear governance structures that can measure progress in key areas and also anticipate environmental, social and financial risks arising from investment and policy decisions. Go Telecom has a key role to play in aiding clients/vendors from across the Telecom industry to properly evaluate the risks and long-term benefits of planned projects



## FUTURE

As Saudi Arabia pursues its vision of a diverse, competitive and sustainable economy, Go Telecom continue to develop its plans and risk structures to reflect the evolving needs of the Telecom industry, with issues related to environmental protection and social well-being becoming increasingly reflected in corporate plans for long-term value creation



**GO**  
Telecom

**THANK  
YOU!**

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