



DELIVERING A FULL SUITE OF DIGITAL AND ICT SERVICES TO ENTERPRISES AND GOVERNMENTS ACROSS THE MENA REGION

July 2022

WHO IS ZAINTECH?

ZAINTECH IS THE REGIONAL DIGITAL & ICT SOLUTIONS POWERHOUSE UNIFYING ZAIN GROUP'S ICT ASSETS TO OFFER A UNIQUE VALUE PROPOSITION OF COMPREHENSIVE DIGITAL SOLUTIONS AND SERVICES UNDER ONE ROOF.

The company is positioned to drive transformation of enterprise and government customers in the MENA region by providing a center of excellence and managed solutions, across multiple ICT verticals including cloud, cybersecurity, big data, IoT, AI, smart cities, drones, and emerging technologies. ZainTech leverages Zain's global reach, unique regional footprint, and infrastructure across its operations in Kuwait, Saudi Arabia, Bahrain, Jordan, Iraq, and the United Arab Emirates as well as in other key markets in the Middle East.

ZainTech forms a key pillar in the evolution of Zain's business to maximize value and build on the company's many strengths to selectively create and invest in growth verticals beyond standard mobile services. This is a key pillar in Zain's vision of becoming a leading ICT and digital lifestyle provider.

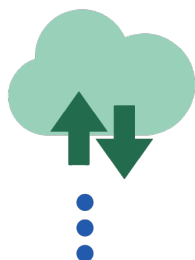
ZAINTECH SUPPORTS ENTERPRISE CUSTOMERS IN MANAGING THEIR DATA, AUTOMATING THEIR IT INFRASTRUCTURE, AND SECURING THEIR RESOURCES.

Store



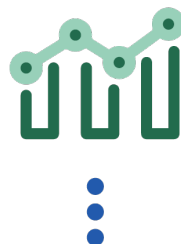
Securely preserve your data over time

Transfer



Transport data within your ecosystem (company, consumers, and partners) and between different locations

Analyze



Extract value from your data to improve your business

Transform



Process your data according to your business requirements

Secure your Data, Systems & Communications

ZAINTECH IN FIGURES

BIGGEST REGIONAL FOOTPRINT

Bahrain . Iraq . Jordan . Kuwait . Saudi Arabia . UAE



24/7 NETWORK OPERATIONS CENTER

SECURITY OPERATIONS CENTER TO MONITOR & RESPOND TO ONGOING EVENTS

50+ CLIENTS

ACROSS MULTIPLE INDUSTRIES

Landmark Projects In Cloud, Cyber And Digital



24+ CLOUD & DIGITAL SOLUTIONS



5G | FIBER | MICROWAVE

ADVANCED COMMUNICATIONS INFRASTRUCTURE



24+ CYBER SECURITY SOLUTIONS



CLOUD INFRA-STRUCTURE IN 5 COUNTRIES



300+

FOCUSED ICT PROFESSIONALS SERVING ENTERPRISE CUSTOMERS



11 STRATEGIC PARTNERSHIPS

WITH LEADING GLOBAL ORGANIZATIONS



6 MARKETS



CERTIFIED

DATA CENTERS

ZAIN GROUP AT A GLANCE

ZainTech is part of Zain Group, the leading mobile voice and data services operator with a commercial footprint in 7 Middle Eastern and African countries with a workforce of over 7,200 providing a comprehensive range of mobile voice and data services to over 48.9 million active individual and business customers as of December 31, 2021.

WE LEVERAGE OUR SCALE AND EXPERTISE TO HELP YOUR BUSINESS IN ITS DIGITAL TRANSFORMATION JOURNEY.



**48.9
MILLION**
ACTIVE CUSTOMERS



**\$5.03
BILLION**
IN REVENUE



**\$2.1
BILLION**
IN EBITDA
EBITDA MARGIN 41%



28%
FEMALE EMPLOYEES



**\$616
MILLION**
IN NET INCOME



**43
FILS**
IN EPS (14 CENT)



**\$1.1
BILLION**
IN CAPEX
21% OF REVENUE



50
NATIONALITIES



**18,610
TB**
AVERAGE DAILY
DATA VOLUME



**MARKET
LEADER**
IN KUWAIT, IRAQ,
SUDAN & JORDAN



**OVER
7,200**
EMPLOYEES



**2.1\$
BILLION**
DATA REVENUE
REPRESENTING 42% OF GROUP
REVENUE



2.5x
IN NET DEBT/EBITDA



5G TECHNOLOGY
IN KUWAIT, KSA & SAUDI ARABIA



ZAINTECH YOUR IDEAL DIGITAL PARTNER

1

ONE-STOP
DIGITAL
SOLUTION
PROVIDER

One-stop provider covering all enterprises' ICT managed and professional service needs, across Cloud, Cyber security, Digital Solutions and Drones Services

2

DIGITAL
TRANSFORMATION
(DX) PARTNER

Advanced digital transformation partner for government, smart cities and enterprises bringing deep expertise in consulting, IoT and Big Data, a proven track record, and tailored vertical solutions

3

COMPETITIVE
PRICING

Competitive pricing achieved by leveraging Zain's regional footprint, lean managed services model and centralized procurement of technology components

4

DIFFERENTIATED
CEX

Our unified solutions / services can help enterprises to integrate these services to streamline their operations, improving efficiency across multiple markets

5

LOCAL PRESENCE,
REGIONAL
FOOTPRINT

Ability to offer local services across the majority of Middle Eastern countries. A Local presence ensuring complete regulatory compliance for data residency as well as local support.

ZAINTECH PRODUCTS & SERVICES

ZAINTECH'S PRODUCTS AND SERVICES PORTFOLIO SPANS ACROSS SIX KEY AREAS

1 | CLOUD

CLOUD HOSTING AND ADVANCED CLOUD MANAGED & PROFESSIONAL SERVICES

Cloud Advisory

Platform as a Service (PaaS)

Managed Cloud

Infrastructure as a Service (IaaS)

Software as a Service (SaaS)

Networking & Security

2 | CYBER SECURITY

SECURITY PRODUCTS AND ADVANCED CYBER MANAGED & PROFESSIONAL SERVICES

Detection & Response/MSS

Network Security

Consultancy & Advisory

Endpoint Security

Threat Intelligence

Application Security

3 | DIGITAL PRODUCTS

STANDARD DIGITAL PRODUCT OFFERINGS WITH MASS MARKET APPEAL

Smart Security as a Service

Smart Buildings

Smart Logistics

Remote Patient Monitoring (RPM)

Emerging Technologies

ZAINTECH PRODUCTS & SERVICES

4 | DIGITAL SOLUTIONS

PRE-BUILT AND CUSTOMIZABLE SOLUTIONS FOR SMART CITIES / DISTRICTS FOCUSING ON KEY VERTICALS, AUGMENTED BY DIGITAL CONSULTING & SI CAPABILITIES

Smart Cities & Districts

Telco Digital Transformation

Industry Focused Digital Transformation

5 | BIG DATA SERVICES

DATA POLICY GOVERNANCE, TECHNOLOGY AND DATA SCIENCE ADVISORY

Data Strategy & Data Governance
Big Data Advisory including Cloud

Big Data & Modern Data Platforms

Data Analytics as a Service (DAaaS)
DataOps as a Service

6 | DRONES & ROBOTICS

OPERATING SUPERIOR TURNKEY DRONE SOLUTIONS FOR OUR CLIENTS IN A SAFE AND COST-EFFECTIVE MANNER

Industrial Inspections

Asset Management

Surveying/ Mapping

Project Progress Monitoring

On-site Robotics

Surveillance

Media (Live Events Coverage)

Drone Shows

VR, AR for Industrial Applications

5G Connected Drones

Environmental Applications (Air & Water Pollution Detection)

CLOUD SERVICES PORTFOLIO

YOUR BUSINESS NEEDS A REGIONAL AND DYNAMIC NETWORK OF INFRASTRUCTURE, PLATFORMS AND SOFTWARE-AS-A-SERVICE SOLUTIONS TO HELP YOU ACCELERATE YOUR DIGITAL TRANSFORMATION.

We help our customers succeed in a digital world by utilizing cloud to unleash the value of their data. ZainTech's cloud solutions are custom-built by our talented solution architects to enable sustainable digital transformation, innovation, cost optimization and accelerated time-to-market. We have also partnered with reputable global providers in cloud computing, data center solutions, and IT services to bring the best-in-class solutions to our business customers.

Cloud advisory



- Migration
- Private Cloud Deployment

Managed cloud



- 24/7 Helpdesk Support
- Network Operation Center (NOC)
- Security Operation Center (SOC)
- Remote Hands & Remote Advanced Services
- Management Tools
 - Network Monitoring & Management
 - Server OS Monitoring & Management
 - Storage Administration & Management
- Single Pane of Glass for Unified Monitoring

Software as a service



- Unified Communications as a Service (UCaaS)
- Video Surveillance as a Service (VSaaS)
- Cloud CRM & ERP
- Workspace as a Service

Platform as a service



- Container as a Service
- Kubernetes as a Service

Infrastructure as a service



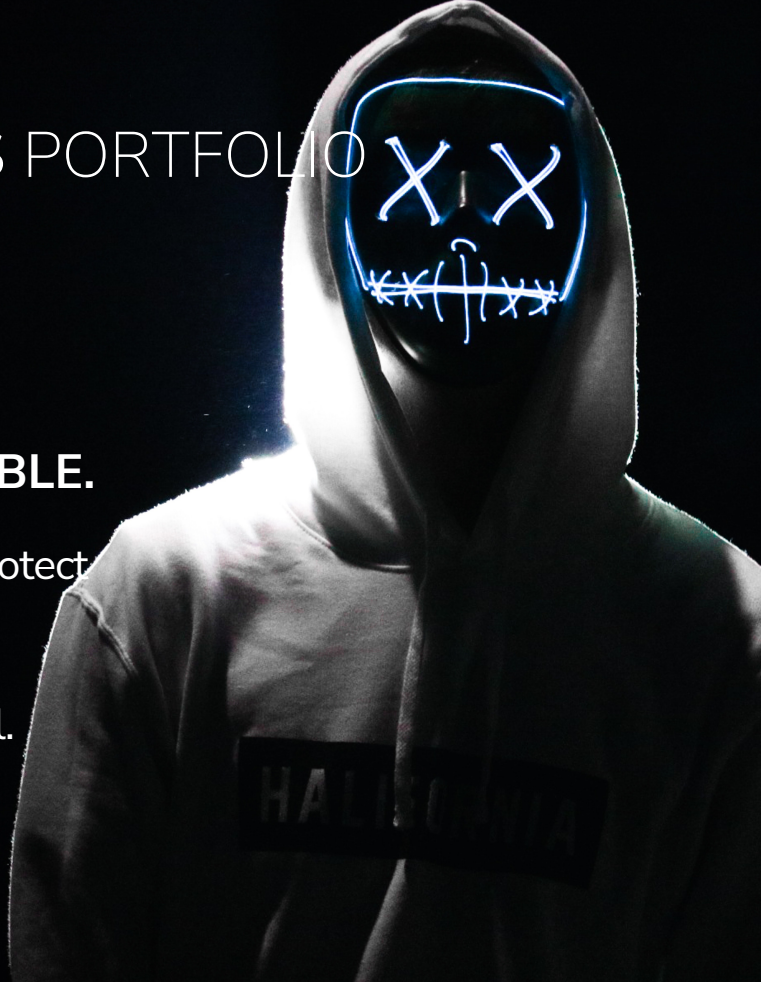
- Virtual Private Server
- Virtual Private Data Center
- Backup as a Service
- Disaster Recovery as a Service
- Private Cloud Hosting
- Cloud Connect Services
- Database as a Service

Networking & security



- SDN, Load Balancer
- Firewall, WAF, DDOS, PT, VA Services

CYBERSECURITY SERVICES PORTFOLIO



WE LIVE IN AN ERA OF DIGITAL TRANSFORMATION WHERE CYBERTHREATS ARE UNAVOIDABLE.

ZainTech is your reliable security partner to protect your digital assets. We focus on prevention, detection, and appropriate reaction to limit assaults, safeguard your digital services, and ensure that your business remains operational.

Detection & response/mss



- Managed Detection & Response (MDR)
- SOCaas, Threat Hunting, Blue Team, Security Incident Response Team
- SOC as a Service
- Managed SIEM
- 24/7 Security Monitoring

Consultancy & advisory



- Penetration Testing
- Vulnerability Assessment
- Mobile & Web Application Security Assessment
- Vulnerability Management

Threat intelligence



- Brand Monitoring & Protection
- Dark & Deep Web Monitoring & Reporting
- SecOps Intelligence
- Threat Intelligence
- Vulnerability Intelligence

Network security



- Managed Sandboxing
- Firewall as a Service (FWaaS)
 - Web Content/URL Filtering
 - Managed Firewall
 - Intrusion Detection & Prevention Systems (IDS/IPS)
 - Unified Threat Management (UTM)
 - Virtual Private Network (VPN)

Endpoint security



- Endpoint Detection & Response (EDR)
 - Antimalware
 - Patch Management
 - Antispam, Email Filtering

Application security



- WAF as a Service
- Managed DDoS

DIGITAL SERVICES PORTFOLIO

WE EMPOWER CUSTOMERS TO EMBRACE INNOVATION, DIGITAL DISRUPTION AND FUTURE TECHNOLOGIES.

ZainTech offers end-to-end smart digital services, leveraging the deep expertise of its industry consulting experience, data, and technology teams. Our advanced DNX Digital Services Platform provides customers with the agility required to fast-track innovation, break down data silos, and implement disruptive technology solutions with confidence.

Smart security as a service



- Video Surveillance & Analytics
- Drone-Based Surveillance & Inspection

Smart logistics



- Freight Location & Condition Monitoring
- Mobile & High-Value Asset Monitoring

Remote patient monitoring



- Chronic Disease Management including Diabetes, Hypertension, Heart & Pulmonary Diseases

Smart cities & districts



- Smart Buildings
 - Energy Monitoring & Management
 - Visitor Management
 - People & Asset Tracking
 - Smart Working Places
- Smart Cities & Districts
 - Smart Meters
 - Smart Mobility
 - Incident Management

Telco digital transformation



- Data Governance & Strategy
- Data Platform & Micro-Segmentation

Industry focused digital transformation



- Integrated security and incident management

BIG DATA SERVICES PORTFOLIO

ZAINTECH SUPPORTS ORGANIZATIONS TO UNLEASH THE POWER OF DATA, FROM THE BUILD-UP OF DATA LAKES TO THE USE OF AI.

The company assists in the exploration of the potential of data within the customer organization in order to develop valuable business insights.

Data management



- Data Strategy
- Data Governance
- Data Literacy
- Data Science Kickstarter (Rapid Prototyping Business Case Feasibility)
- Data Quality as a Service

Big data engineering



- Data Modelling
- Data Architecture as a Service
- Modern Data Platform/Next Generation BI
- Data Product Factory/Data
- DataOps as a Service

Data analytics & data science



- Analytics as a Service
- Data Science as a Service
- Industry-Specific Solutions
 - Telco: Telco Data Model as a Service
- Innovate with AI/AI Strategy
- AI and ML Use Cases
 - Decision Making, Recommendation & Operational Improvement
 - Adapt Business Strategy

DRONES & ROBOTICS SERVICES PORTFOLIO

ZAINTECH IS ONE OF THE LARGEST REGIONAL PLAYERS IN DRONES AND ROBOTICS IN THE MIDDLE EAST AND NORTH AFRICA.

Our deep knowledge of regulations and strong connections in the government sector through our Zain legacy services makes us a trusted advisor to major clients in the oil and gas, energy, and construction companies.

ZainTech Drones and Robotics provides access to data that is utilized to make critical decisions. Bundled with powerful analytics tools, artificial intelligence, and machine learning, our full-stack solution supports players in a variety of industries to manage their assets, organize maintenance, and monitor the health status of their products in near real-time.

Industrial inspections



Media (live events coverage)



Asset management



Drone shows



Surveying/mapping



VR, AR for industrial applications



Project progress monitoring



5G connected drones



On-site robotics



Environmental applications (air & water pollution detection)



Surveillance



ZAINTECH CERTIFICATIONS

ZAINTECH SOLUTIONS ARE CERTIFIED ENSURING AVAILABILITY, INTEGRITY AND PRIVACY OF DATA



ISO 27001: 2013
Information Security Management



CSA
Trusted Cloud Provider



Star Level One
Cloud Service Assurance



Tier III Facility
Data Centers



ISO 9001:2015
Quality Management
Zain Kuwait



ISO 14001
Environment Mgmt.
Zain Kuwait



ISO 27000
Information Security
In progress



Pci DSS Compliant
Data Security
In progress



ISO 9001
Provision of Turnkey
Drone and Anti-drone
Services

ZAINTECH CLIENTELE

ZAINTECH'S CLIENTELE IS A TESTAMENT TO THE VALUE WE BRING

SMART CITY



DISTRICT & COMMUNITIES



GOVERNMENT



FINANCIAL SERVICES



TELECOM



ZAINTECH PARTNERSHIPS



ZAINTECH HAS BUILT A STRONG PARTNERSHIP ECOSYSTEM WITH GLOBAL LEADERS

■ CLOUD SERVICES



■ CYBERSECURITY SERVICES



■ DIGITAL SOLUTIONS





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