



Wholesale Unit

Enabling Global Connectivity and Digital Transformation

Mobily's Wholesale Unit enables global connectivity and digital scale by providing carriers, hyperscalers, MVNOs and global platforms with resilient infrastructure, international reach and high-capacity wholesale solutions.

Strategic Focus in 2025

<p>Expand Saudi Arabia's role as a regional and international connectivity hub through subsea, data center and cross-border infrastructure</p> 	<p>Accelerate hyperscaler, cloud and over-the-top (OTT) enablement through high-capacity, low-latency wholesale solutions</p> 	<p>Strengthen wholesale partnerships to drive ecosystem growth and diversification</p> 
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Key Highlights in 2025

Tier-certified data centers

supporting **global clouds, IXPs and hyperscalers** across the Kingdom

Mobily Red Sea Cable

advancing **international connectivity** between Saudi Arabia and Egypt

Africa-1 cable landing in Dubai

delivering **96 Tbps of capacity** across Africa, the Middle East, Asia and Europe

Mobily dark fiber and low-latency

network linking 3 hyperscaler data centers in Riyadh



Wholesale Unit continued

In 2025, Mobily's Wholesale Unit continued to play a central role in advancing the Company's strategy and Vision 2030 objectives by expanding Saudi Arabia's digital infrastructure and strengthening its position as a regional and international connectivity hub. The Wholesale Unit focused on enabling the growth of hyperscalers, supporting the expansion of OTT platforms and empowering emerging technologies through large-scale investments in infrastructure and capacity.

Wholesale's strategic focus evolved to align with Mobily's vision of positioning Saudi Arabia as a leading regional digital hub. The Unit expanded its international reach, optimized digital infrastructure and reinforced strategic partnerships to deliver next-generation connectivity solutions for global and domestic partners.

Leading Through Network Expansion

Mobily's network now includes Tier-certified data centers across the Kingdom, ensuring high-availability connectivity to the world's leading data centers, clouds and internet exchanges. The combined technical and commercial data center capacity exceeds 122 MW, interconnected through a dense fiber architecture and Dense Wavelength-Division Multiplexing (DWDM) technology. This resilient design integrates Mobily's mobile, fixed and international infrastructure, including subsea systems, cross-border fibers, international IP-MPLS and internet exchange points (IXPs).

Strengthening Global Infrastructure

The Wholesale Unit made significant progress in expanding Saudi Arabia's international digital footprint. It continued to expand its subsea cable portfolio, which now includes the AAE-1, TGN Euro Asia, TGN Gulf, Africa-1, SMW-6 and the Mobily Red Sea Cable (MRSC) - each enhancing regional and global connectivity.

This year, the Africa-1 submarine cable successfully landed in Dubai City, enhancing broadband capacity across Africa, the Middle East, Asia and Europe. Spanning 10,000 kilometers with a design capacity of 96 Tbps, Africa-1 is critical for powering 5G networks, AI systems and other bandwidth-intensive applications.

Wholesale also signed an agreement with Power Sub Link to construct the Mobily Red Sea Cable, connecting Saudi Arabia and Egypt, further strengthening the Kingdom's position as a regional data hub. In addition, Mobily entered into an agreement with BSO to provide high-quality international connectivity and signed an MOU with China Unicom (Middle East) at Capacity Europe 2025 to explore joint cooperation in the fields of international connectivity and wholesale solutions.

Driving Strategic Partnerships and Industry Collaboration

Throughout 2025, Mobily Wholesale achieved several major milestones that strengthened its contribution to Mobily's overall strategy. These included partnerships with hyperscalers, delivering world-class connectivity and infrastructure solutions to support Saudi Arabia's growing cloud ecosystem.

A key highlight was the AWS Triangle Project, which provided dark fiber connectivity between 3 hyperscaler data centers in Riyadh, demonstrating Mobily's ability to deliver high-capacity, low-latency infrastructure for hyperscale clients. Another highlight was the successful partnership to build a joint Public Cloud focused on Media, Gaming and AI.

The Company also renewed its multi-service roaming agreement with iBASIS, extending a decade-long partnership that manages Mobily's international voice and mobile traffic. The enhanced agreement improves scalability during peak seasons such as Hajj and Ramadan and supports the growth of new services, including IoT roaming.

At the Capacity Middle East 2025 conference held in February, Mobily Wholesale strengthened its global partnerships through a series of strategic agreements designed to enhance international connectivity and expand the Kingdom's role as a regional data hub. Mobily signed a master service agreement with HGC to enhance carrier services and develop advanced wholesale solutions that extend Mobily's reach across international markets. It also entered into an MOU with NourGlobal to provide global connectivity for NourGlobal's worldwide customer base and to co-develop advanced network solutions that enhance service performance and reliability.

Expanded data center network capacity to more than 122MW

Asia Africa Europe-1 (AAE-1)



Cable Length

25,000 KM

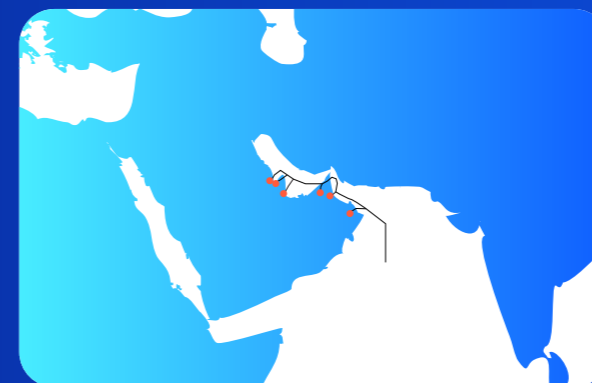
Africa-1



Cable Length

10,000 KM

TGN Gulf



Cable Length

4,031 KM

Provided dark fiber connectivity between 3 hyperscaler data centers in Riyadh

Wholesale Unit continued

In parallel, an MOU with Acmetel was signed to deliver end-to-end connectivity services for customers in Saudi Arabia and internationally, focusing on expanding coverage and improving service quality. The partnership with TurkNet aims to strengthen connectivity capabilities and define a joint strategy for collaboration in developing innovative telecommunication solutions, while the agreement with Neutrality Managed Services focuses on advancing end-to-end connectivity and introducing new, seamless digital communication services. In addition, at Capacity Middle East, Mobily signed a cooperation agreement with Orange Wholesale International to enhance international signaling connectivity and improve the quality of global interconnect services.

At the Connected World Awards, Mobily secured a strategic agreement with Nokia, introducing a next-generation Data Center Interconnect (DCI) solution in Riyadh, featuring dual 1.2 Tbps optical wavelengths and 800G IP routing interfaces across a newly built metro fiber network. This upgrade enhances capacity, reduces latency and provides a scalable, terabit-class foundation to support hyperscalers, carriers and enterprises with high-bandwidth services and resilient cloud and disaster-recovery architectures.

A second agreement, signed with Fibocom Wireless, focuses on strengthening international connectivity while exploring co-development of advanced cellular IoT solutions for automotive, industrial and smart-device applications across the Gulf Cooperation Council (GCC). Together, these partnerships reinforce Mobily's commitment to expanding its international footprint, delivering world-class connectivity and positioning Saudi Arabia as a leading hub for digital exchange and innovation.

Providing Seamless Integration for MVNOs

Mobily is one of the first operators in Saudi Arabia to commercially host Mobile Virtual Network Operators (MVNOs) and has developed a robust operational, technical and commercial foundation that ensures successful integration with leading providers. The Company's mature and scalable hosting businesses grant MVNOs access to Mobily's advanced and expansive mobile network infrastructure, including radio access, core, billing and interconnected systems, offering seamless customer experience to their customers.

Financial and Operational Performance

The Wholesale Unit delivered strong financial results in 2025, supported by its diversified revenue base, which includes voice transit, application-to-person (A2P) SMS, MVNO hosting, data infrastructure, data connectivity, open access, inbound roaming and national roaming. Revenue growth was driven by the expansion of high-capacity infrastructure, new partnerships and the sustained increase in international traffic. More visitors to Saudi Arabia used their mobile phones during 2025, generating additional roaming traffic that contributed to higher revenues.

Operationally, Wholesale achieved significant improvements in efficiency and capacity management, supported by automation and digitalization initiatives introduced under the Wholesale 2.0 Program. This initiative is designed to position Mobily as a network-neutral provider, offering scalable solutions and intelligent infrastructure equipped with AI-driven monitoring and predictive analytics.

Industry Leadership and Recognition

In 2025, Mobily Wholesale sponsored and participated in several major global telecommunications events, including Capacity Middle East (Diamond Sponsor), Submarine Networks World (Gold Sponsor), Capacity Europe (Diamond Sponsor) and Connected World KSA (Founding Partner). These platforms showcased Mobily's global capabilities, strengthened brand visibility and supported collaboration with international partners.

Mobily also received industry recognition at the Connected World Awards in November (Smart Society Award) and the Telecom Review Awards in December 2025, further cementing its reputation as a leading player in wholesale connectivity.

Looking Forward to 2026

In 2026, Mobily Wholesale will continue its transformation toward becoming a regional leader in digital infrastructure and connectivity solutions. The focus will remain on innovation, scalability and ecosystem enablement, including investment in new routes, next-generation technologies and enhanced AI-driven customer experience capabilities. Through these efforts, Mobily Wholesale will strengthen its contribution to Mobily's vision of driving Saudi Arabia's evolution into a globally connected, innovation-driven digital economy.

TGN Euro Asia



Cable Length

15,000 KM

SEA-ME-WE-6



Cable Length

21,700 KM

Mobily Red Sea Cable (MRSC)



Increased Wholesale revenues by 16.2%