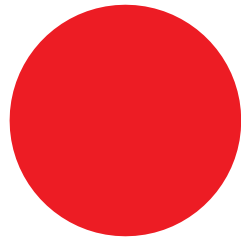


Ooredoo Oman Performance – Q3-2024



Investor Call Presentation

27th November 2024



Classification: **Public**

ooredoo



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Presenters



Bassam Yousef Al Ibrahim
Chief Executive Officer



Nasser Al Yaarubi
Chief Financial Officer

Content



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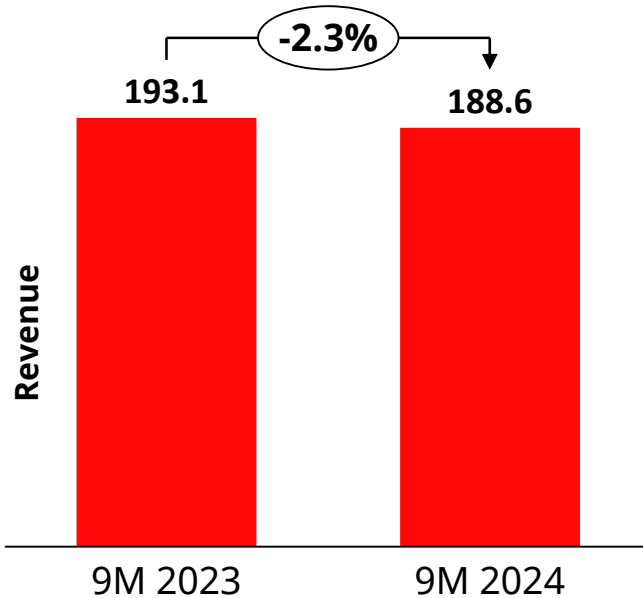
03 **Financials**

04 **Summary**

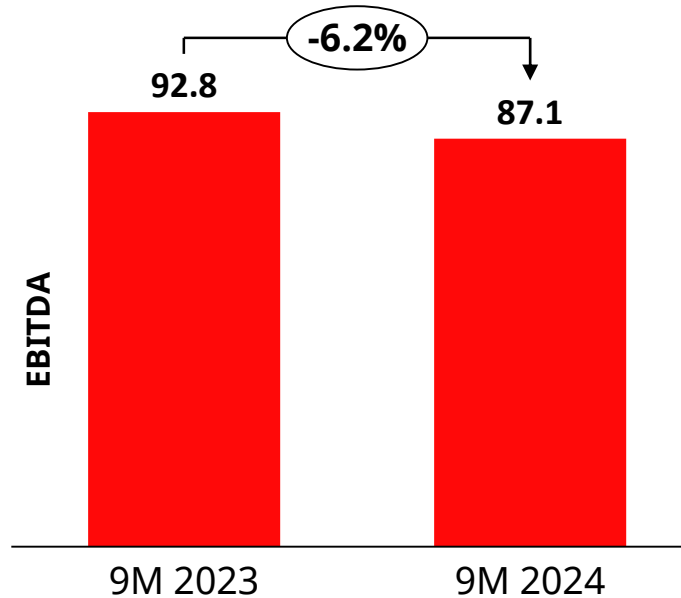
YTD 2024- Revenue , EBITDA, and Net Profit (NP)



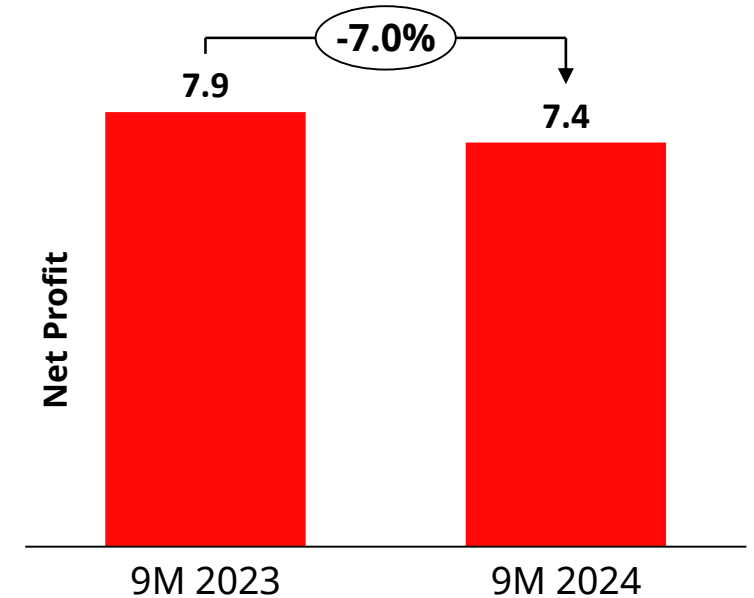
Revenue (OMR million)



EBITDA (OMR million)



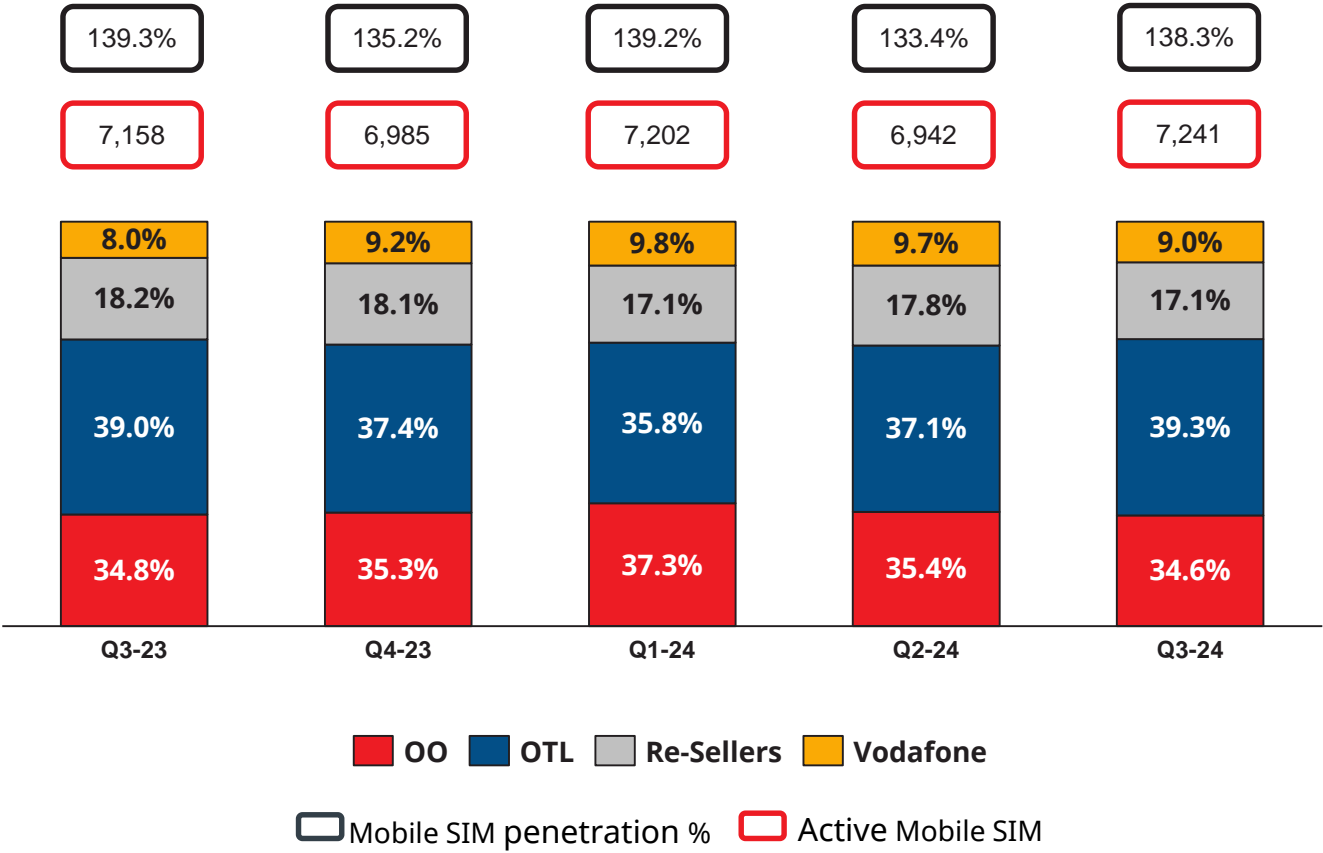
Net Profit (OMR million)



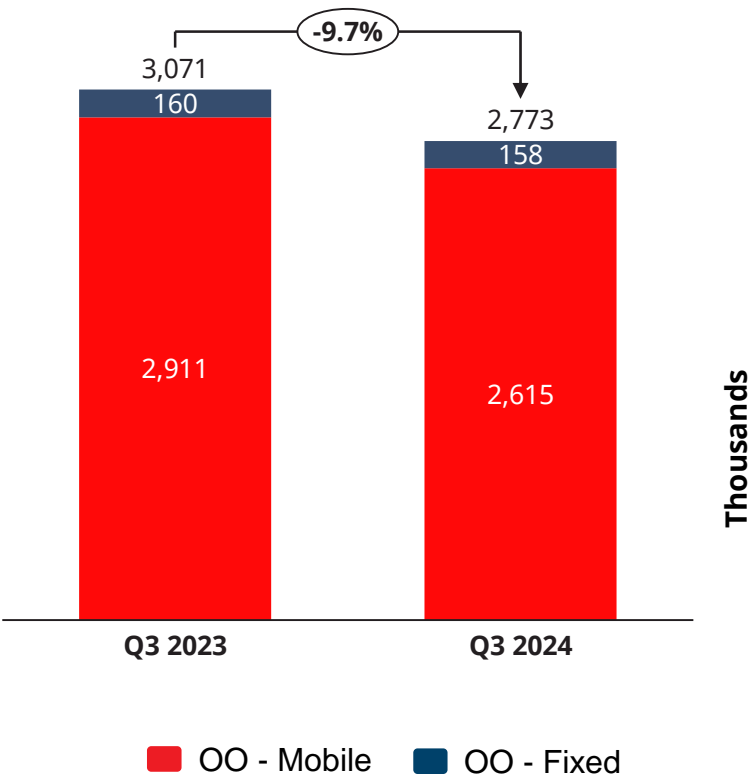
- Revenue was impacted by lower mobile, device & Wholesale revenues. This is partially offset by higher fixed services revenue.
- EBITDA was impacted by lower revenue.
- Lower EBITDA (partially offset by lower depreciation & amortization costs) led to decrease in net profit by OMR 0.6 M.

Market Share

Oman Mobile Market Share – Customers



Ooredoo Oman Total – Customers

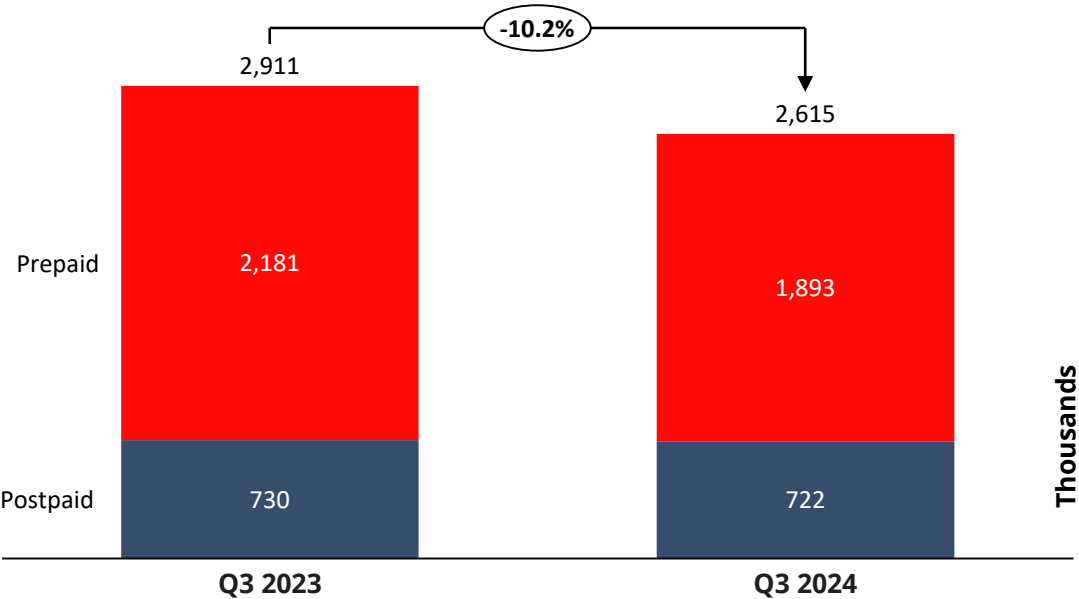


Disclaimer: VF numbers are based on market intelligence reports

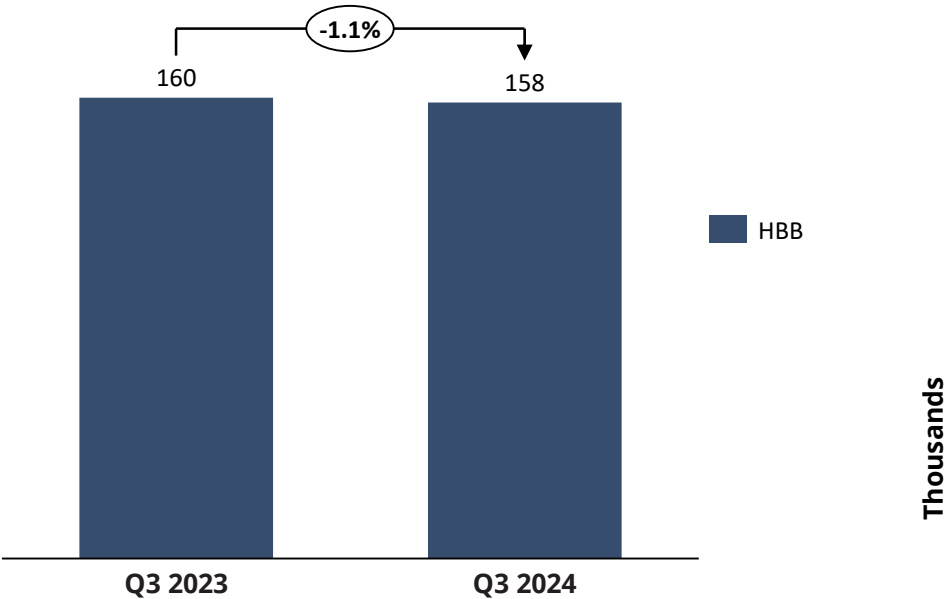


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Customer Base

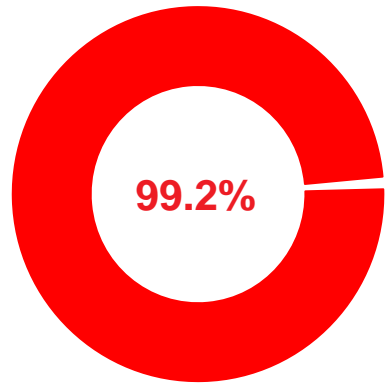


Ooredoo Oman Mobile Customers

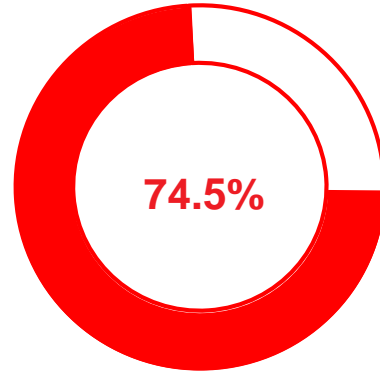


Ooredoo Oman HBB customers

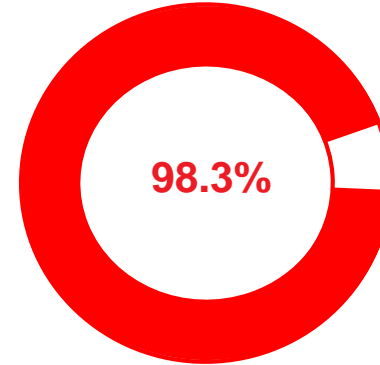
5G & Digitalization- Mobile



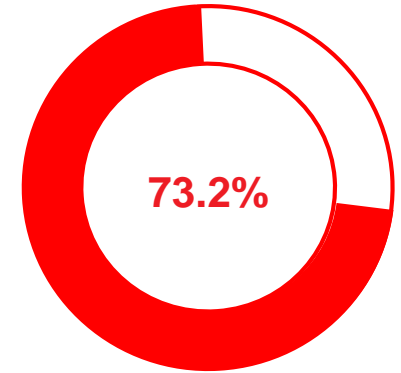
2G Population



3G Population



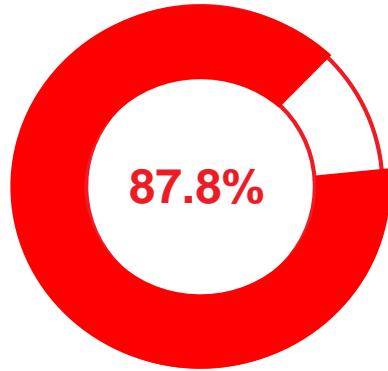
4G LTE Population



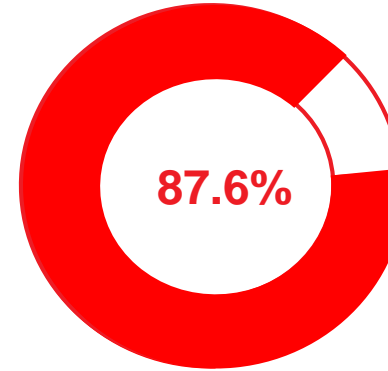
5G - Mobile

- Population 5G mobile coverage is around 73.2%.
- By end of Q3-2024, Ooredoo already had 2052 5G sites on air.
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.

5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost broadband capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- By end of Q3-2024, Ooredoo had 976 5G sites supporting fixed wireless access.
- OO continues to work with OBB to expand FTTH service in the Sultanate.



02 Awards

Awards



The first telecoms company in the GCC to be awarded the prestigious ISO/IEC 38500:2015 IT Governance certification



CX Leadership Award at the Middle East National Business Awards 2024



ICT - Telecommunications award at the Middle East Technology Excellence Awards 2024

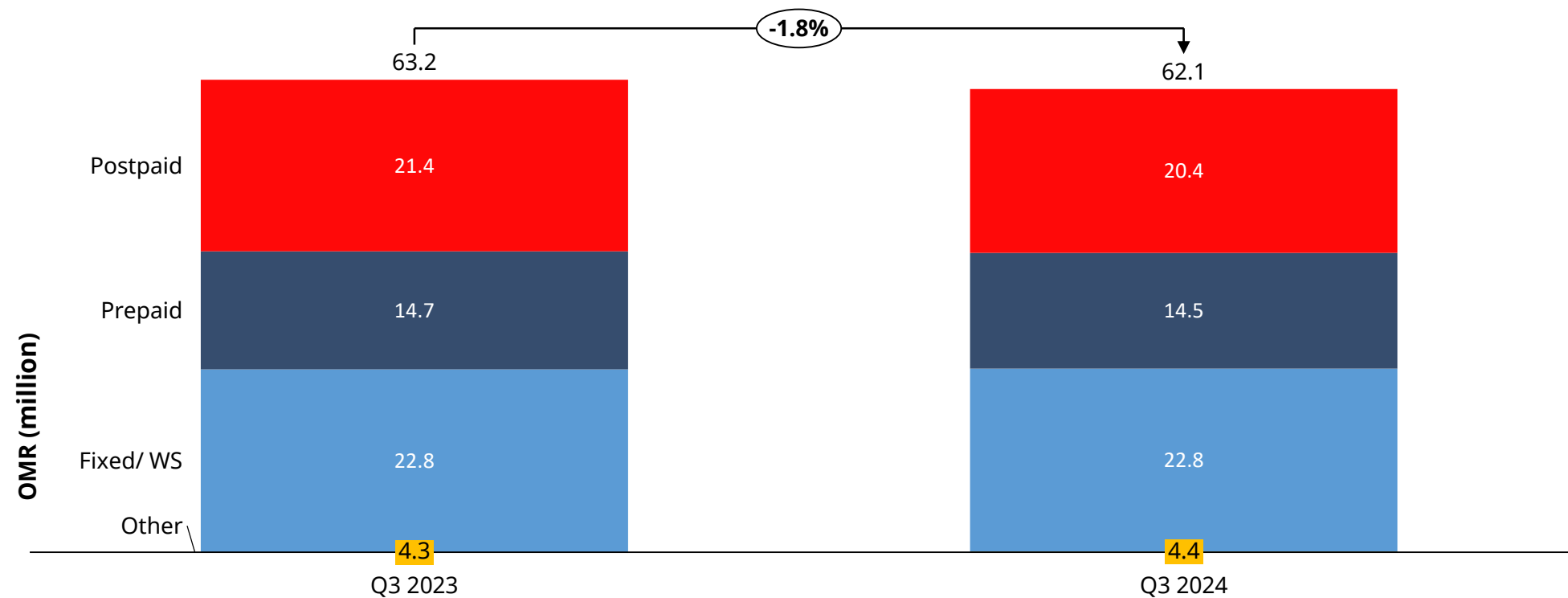
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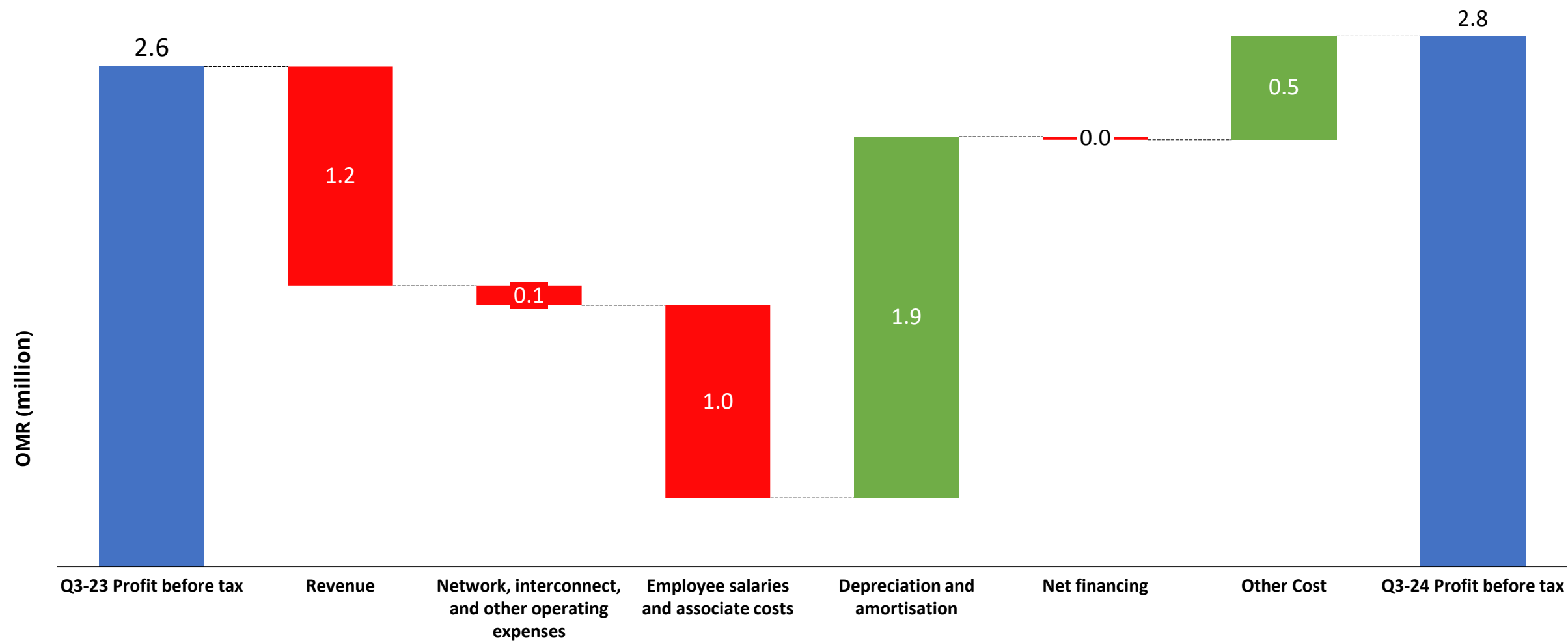
03 Financials

Revenue Q3 2024

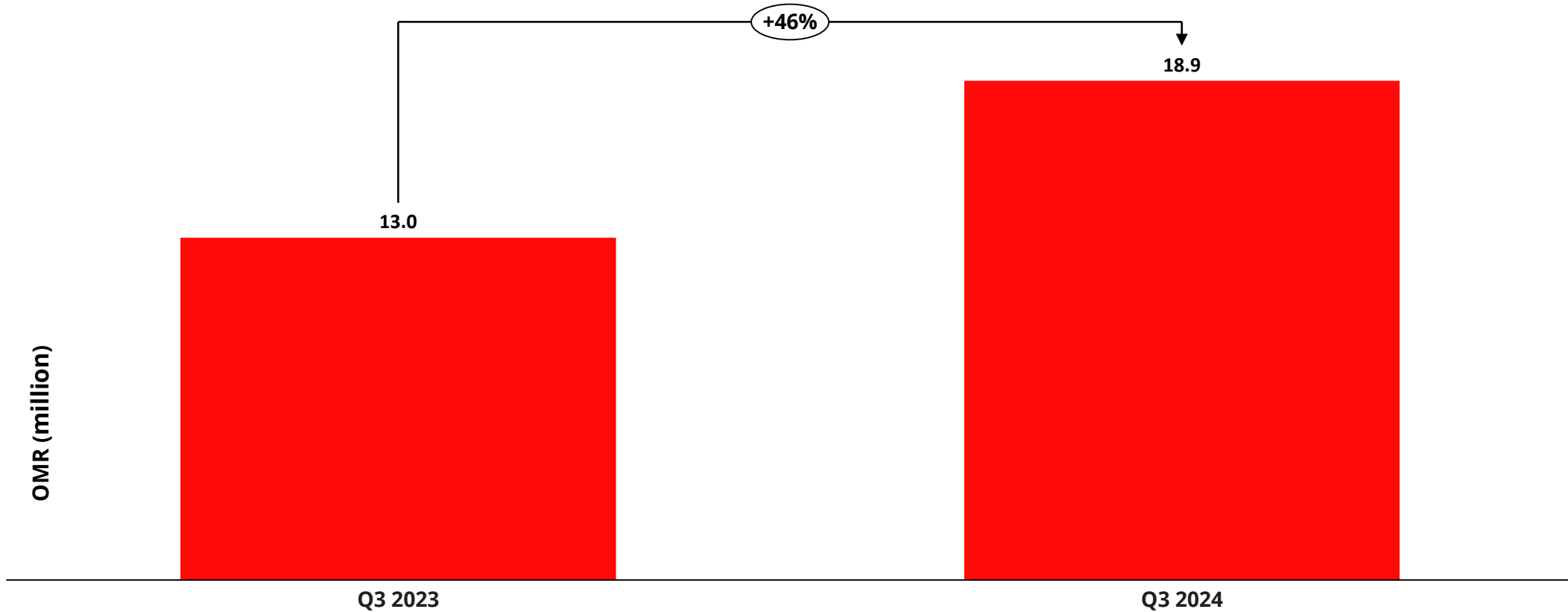


- Revenue reduction in Q3 2024 is impacted by lower mobile & wholesale revenues.

Profit before tax

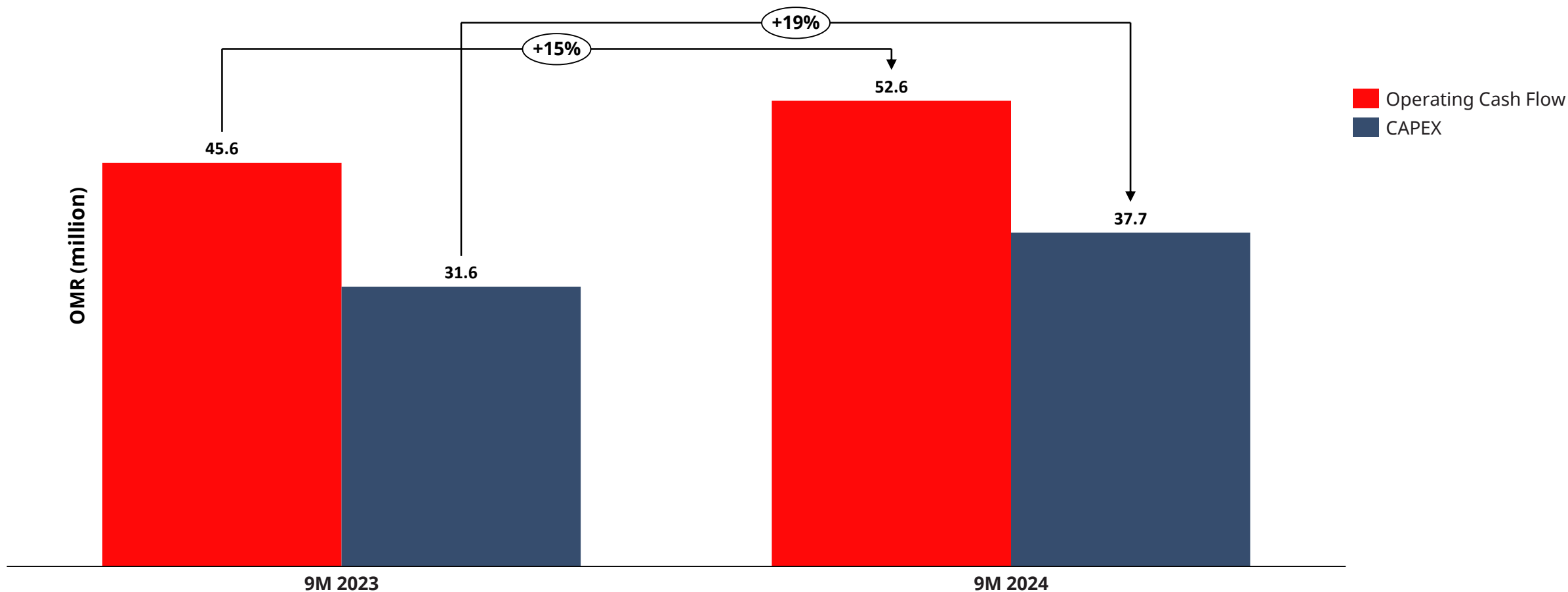


Capital Expenditure (CAPEX)



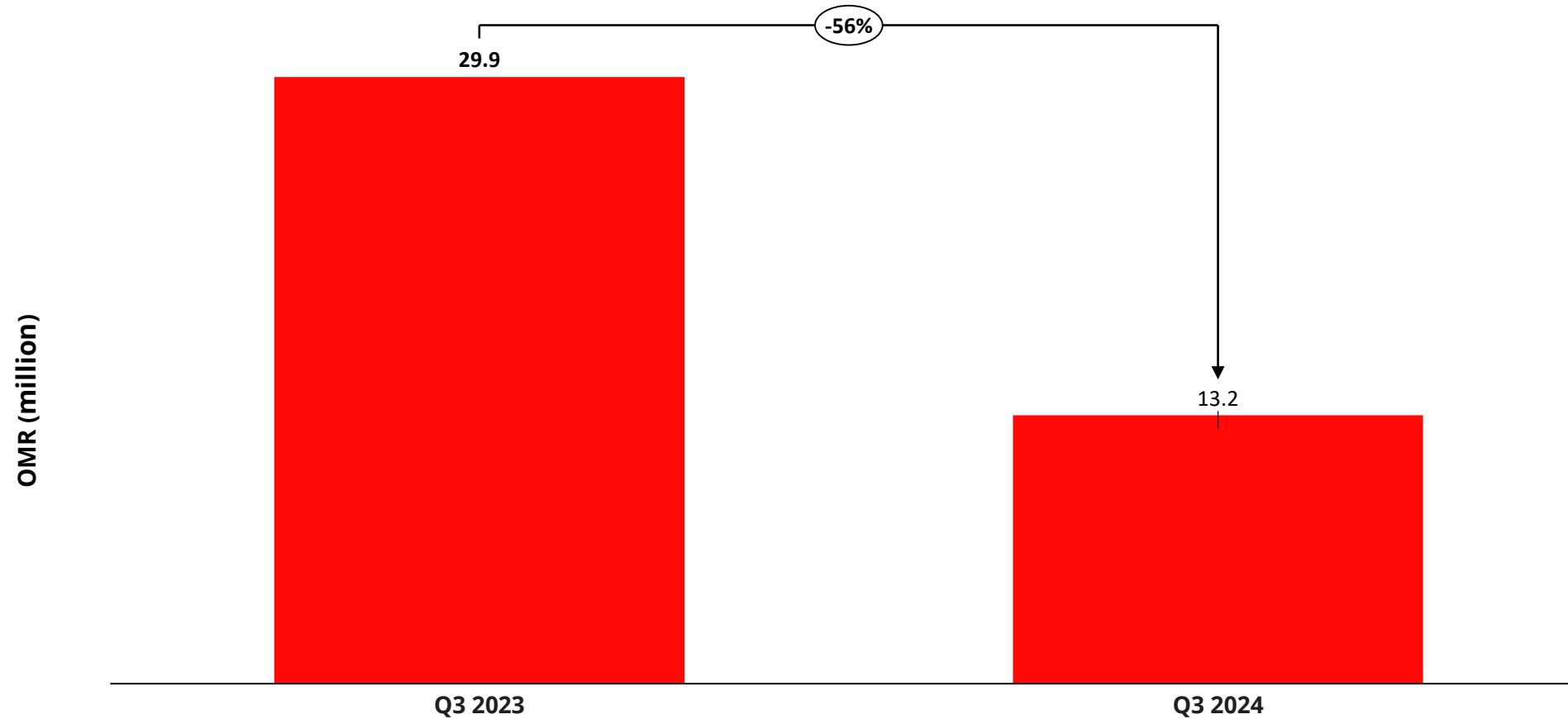
- CAPEX spend in Q3 2024 is higher driven by investments in 5G and network enhancement.

Net cash from operating activities



- Cash flow from operation is higher in Q3 2024 supported by improvement in working capital driven by favorable movement of receivables.

Net Debt as at the end of Q3.2024



- Net debt is lower due to improvement in operating cash flow and lower utilization of RCF.
- OO continues to maintain healthy cash position with low gearing.



04 Summary

Summary

▪ Market

- Oman's telecom market faces competitive challenges.
- The interest rates started to drop since Sep.2024 and expected to reduce further.
- S&P Global Ratings has upgraded Oman's credit ratings to 'BBB-' from 'BB+'.

Commercial and operational

- Ooredoo Oman will continue driving value to customers through enriching our customer experience. We will continue to adapt to market dynamics, drive efficiency, and innovate, ensuring a strong and sustainable future for the company
- Cost efficiency program is ongoing to offset the decline of gross margin associated with revenue mix change.
- Number of initiatives are in progress to boost the growth, OO continues expanding its 5G network and offering advanced digital solutions, all contributing to digital transformation
- In Q3, prepaid revenues increased by 2.3% quarter-on-quarter.
- B2B mobile revenues saw impressive growth, with year-to-date revenues increasing by 7% year-on-year.
- Consumer fixed segment, with year-to-date revenues increasing by 1% year-on-year.



Presented by:

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THANK YOU

