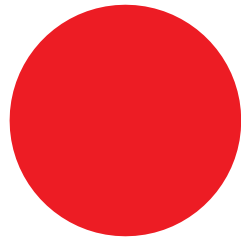


Ooredoo Oman Performance – 2024



Investor Call Presentation

24th February 2025



Classification: **Public**

ooredoo



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Presenters



Bassam Yousef Al Ibrahim
Chief Executive Officer



Nasser Al Yaarubi
Chief Financial Officer

Content



01 **Performance**

02 **Awards**

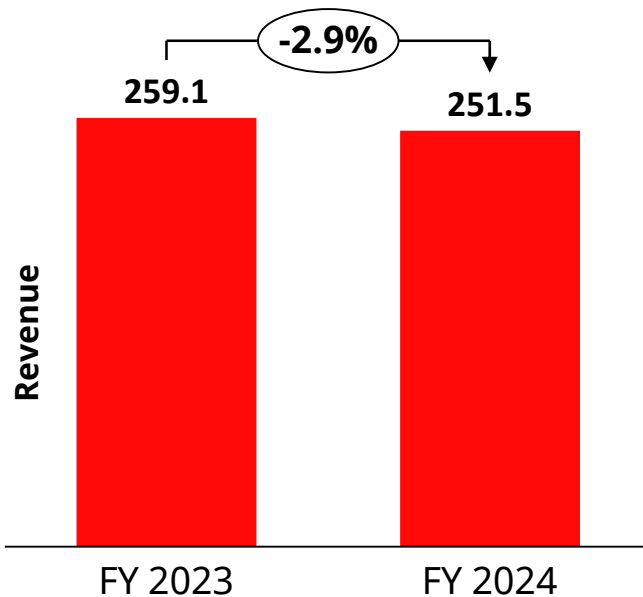
03 **Financials**

04 **Summary**

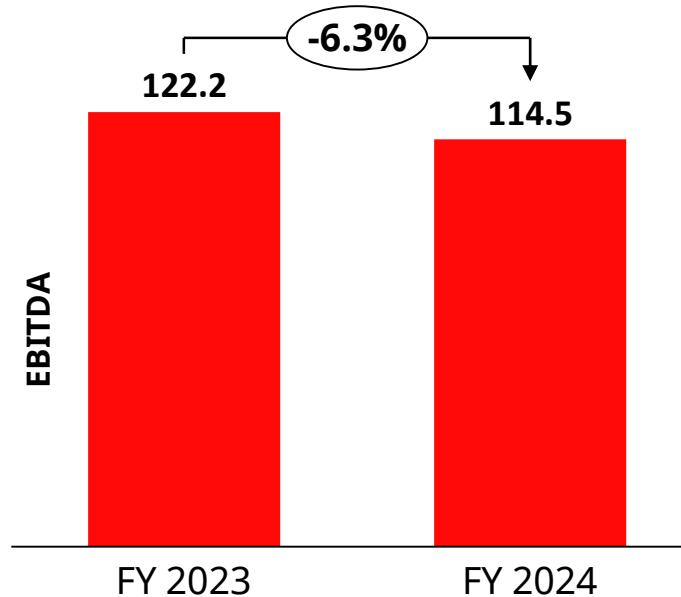
YTD 2024- Revenue , EBITDA, and Net Profit (NP)



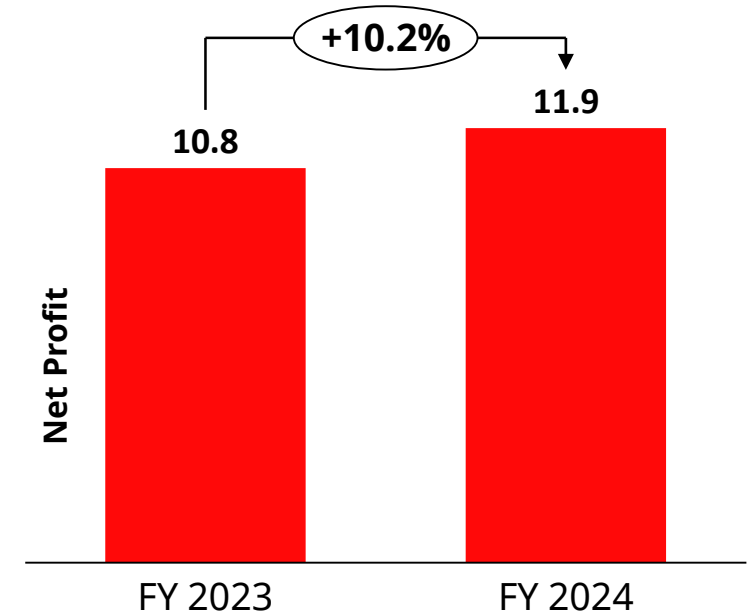
Revenue (OMR million)



EBITDA (OMR million)

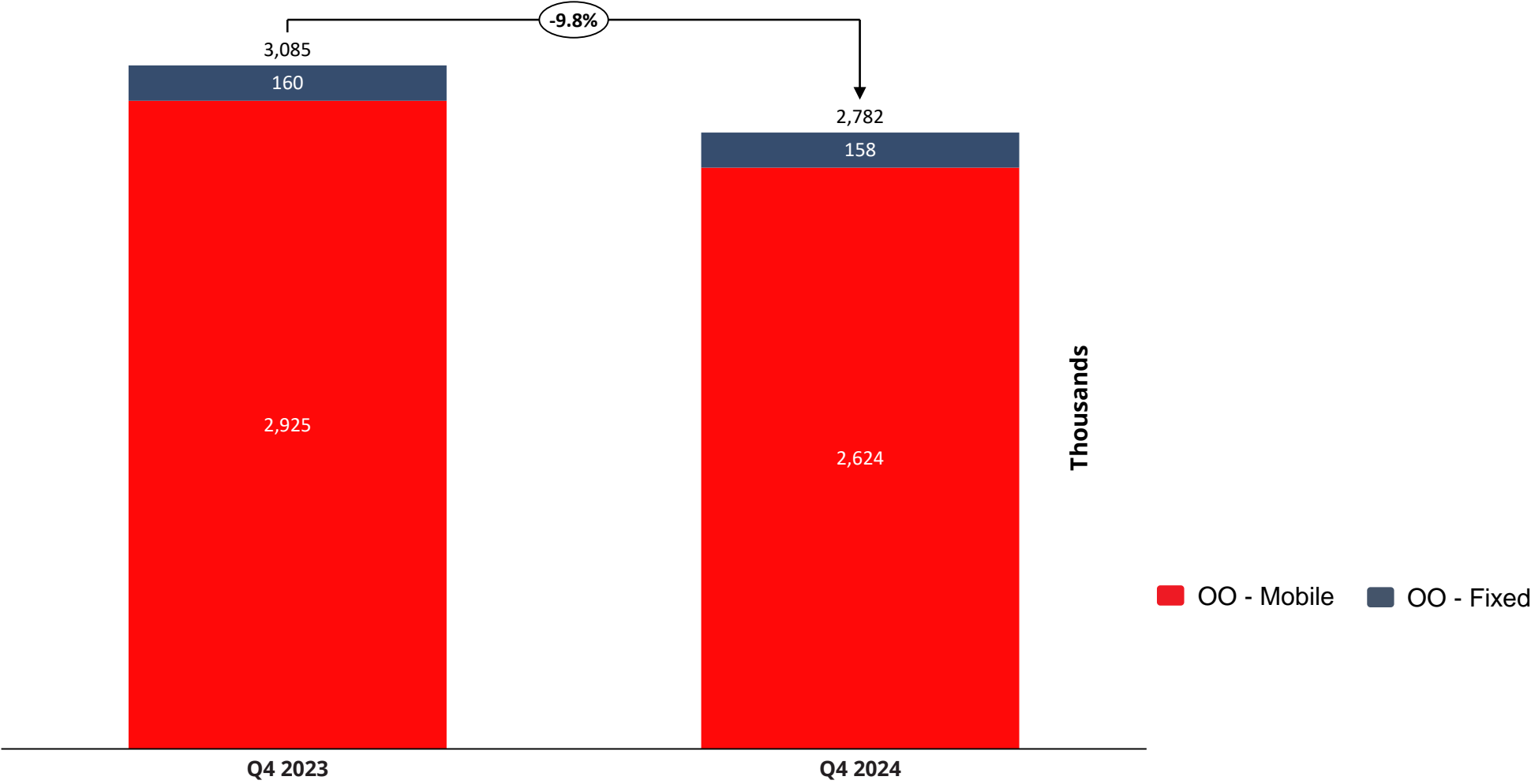


Net Profit (OMR million)

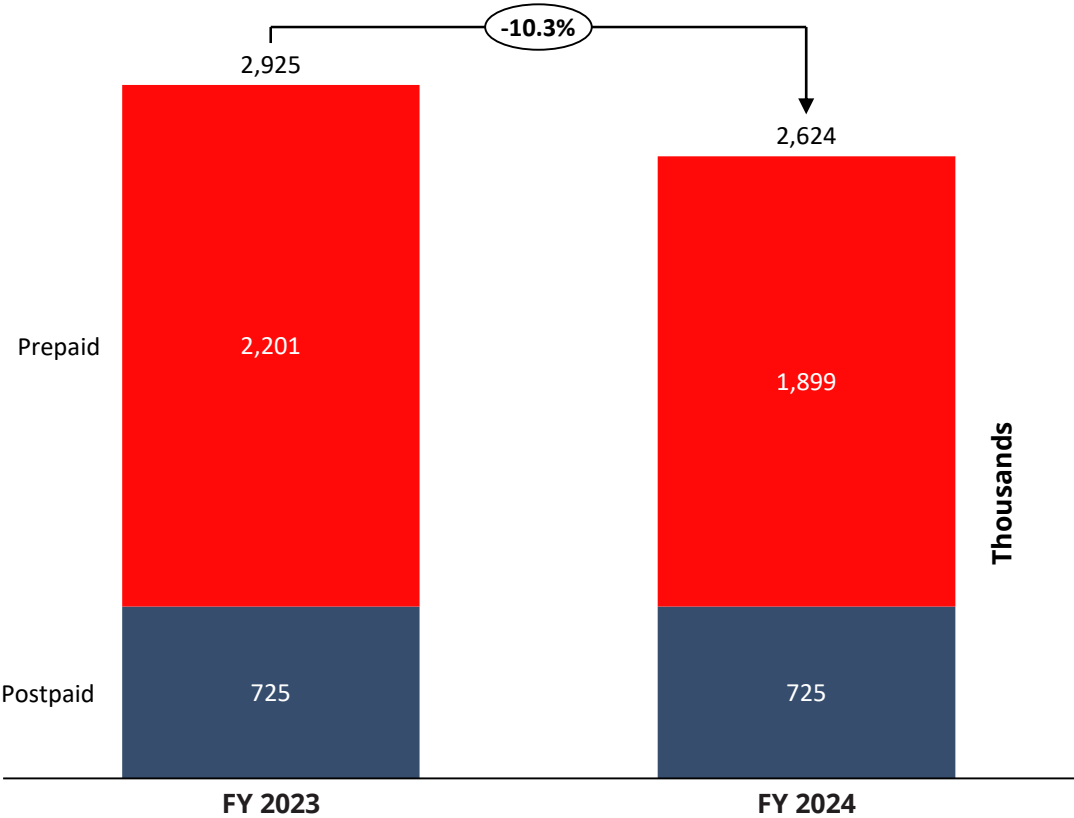


- Revenue was impacted by lower mobile, device & Wholesale revenues.
- EBITDA was impacted by lower revenue.
- Net Profit was improved due to reduction of some expenses as well as lower depreciation and amortization as the year includes favorable adjustments in account of leases liability optimization.

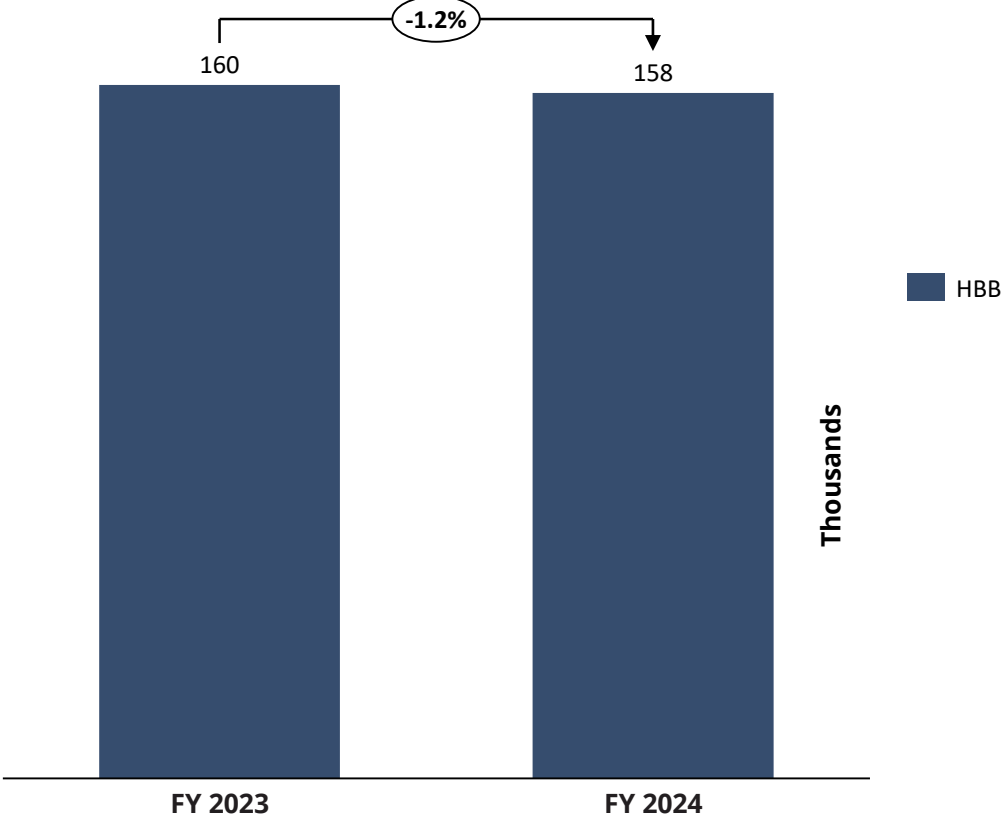
Ooredoo Oman Total – Customers



Customer Base

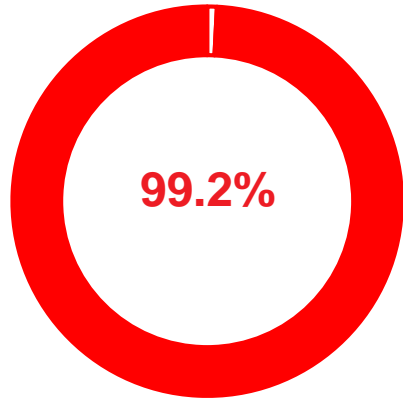


Ooredoo Oman Mobile Customers

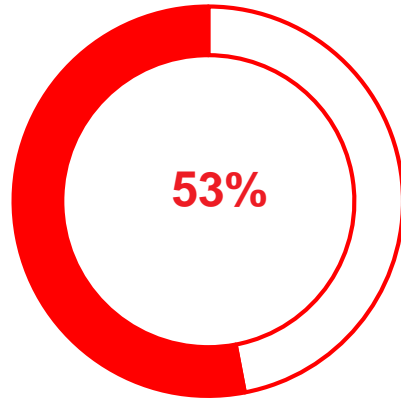


Ooredoo Oman HBB customers

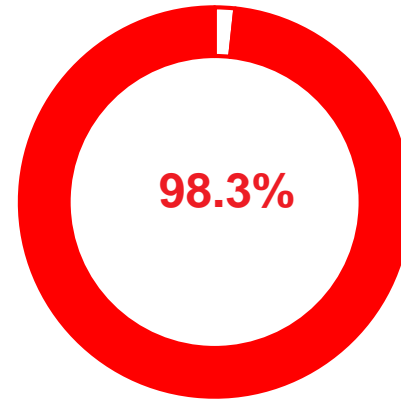
5G & Digitalization- Mobile



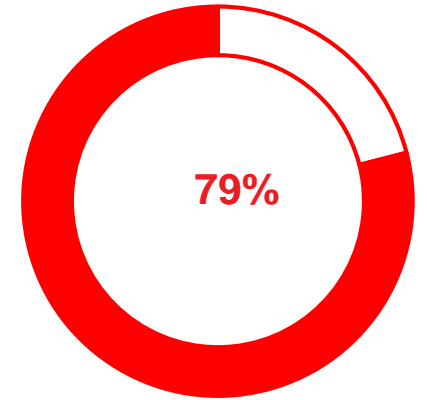
2G Population



3G Population



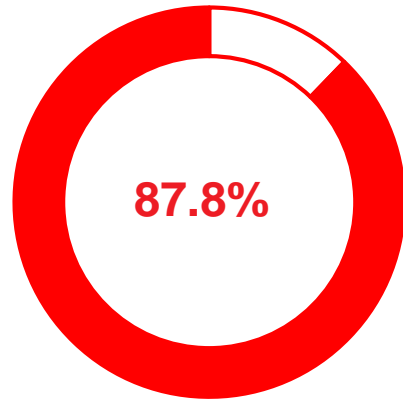
4G LTE Population



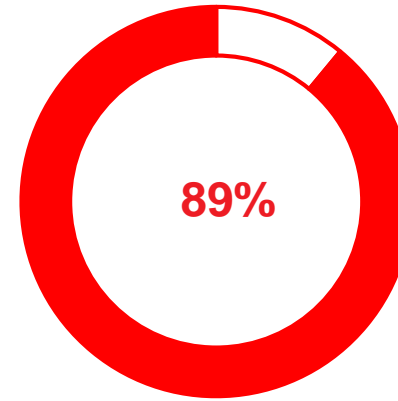
5G - Mobile

- Population 5G mobile coverage is around 79%.
- Around 50% of the 3G network has been replaced by modern technologies.
- 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 Q4-2024, Ooredoo had 1,275 5G sites supporting Fixed services .
- OO continues to work with OBB to expand FTTH service in the Sultanate.



02 Awards

Awards



Stevie International Business Awards
B67 (Achievement in Technology Innovation).
Won Bronze



Telecom Review Excellence Awards 2024
Best Cloud Provider (Operator) Middle East



Global Brands Magazine Awards
Best Telecom Service Provider, Oman - 2024

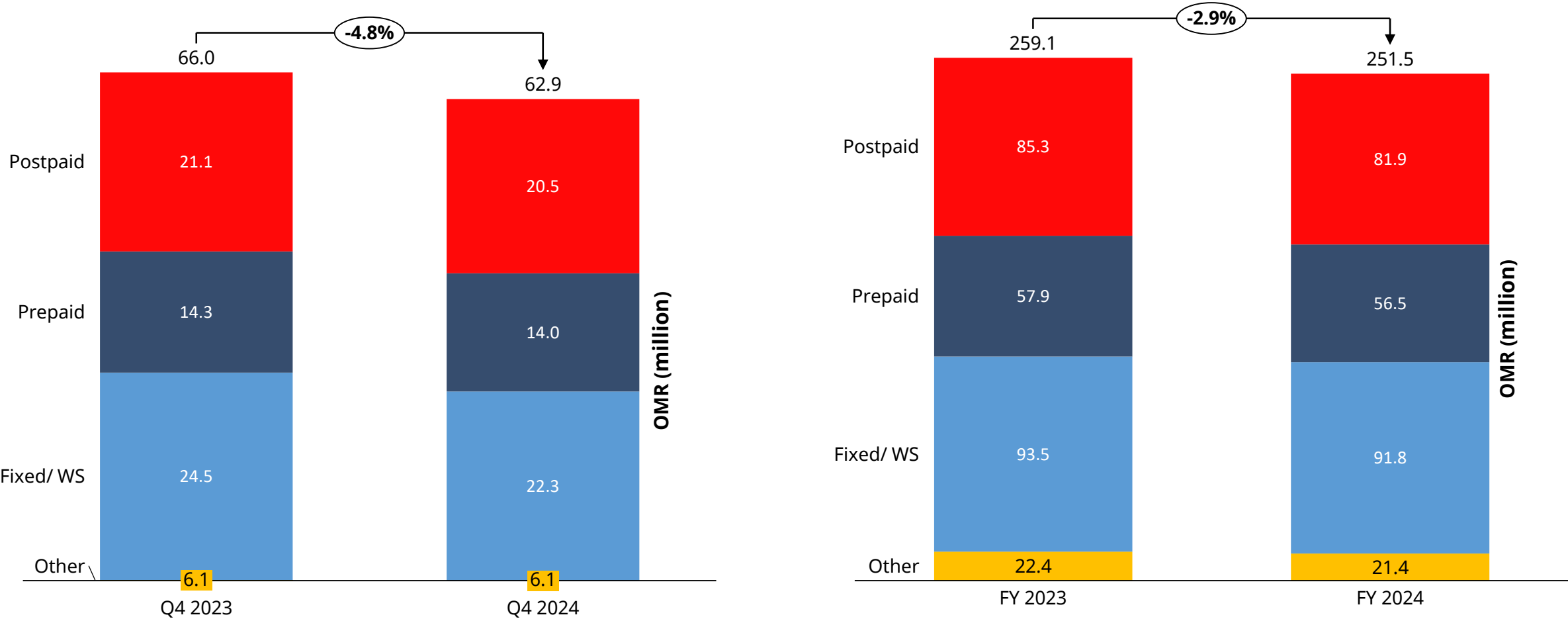


Global Brands Magazine Awards
Best CSR Initiative, Oman - 2024



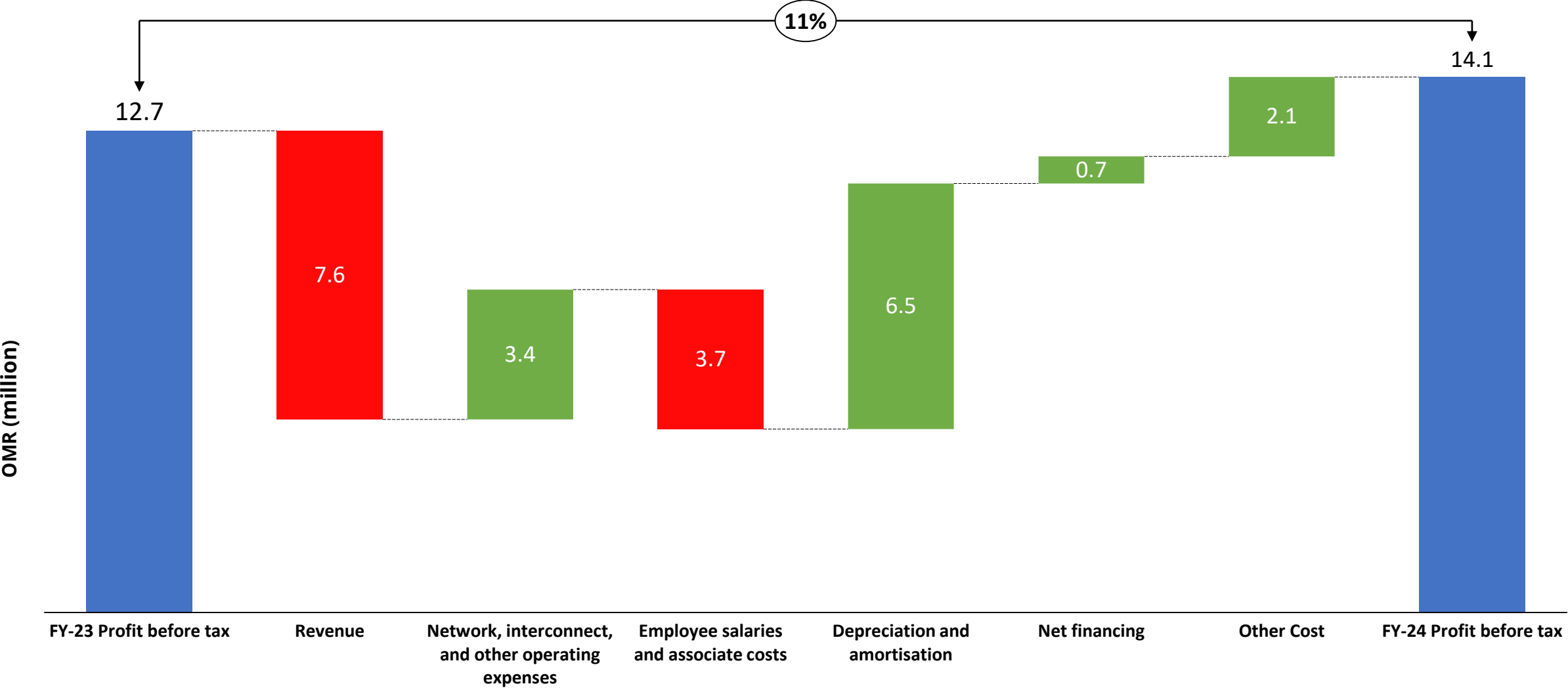
03 Financials

Revenue 2024

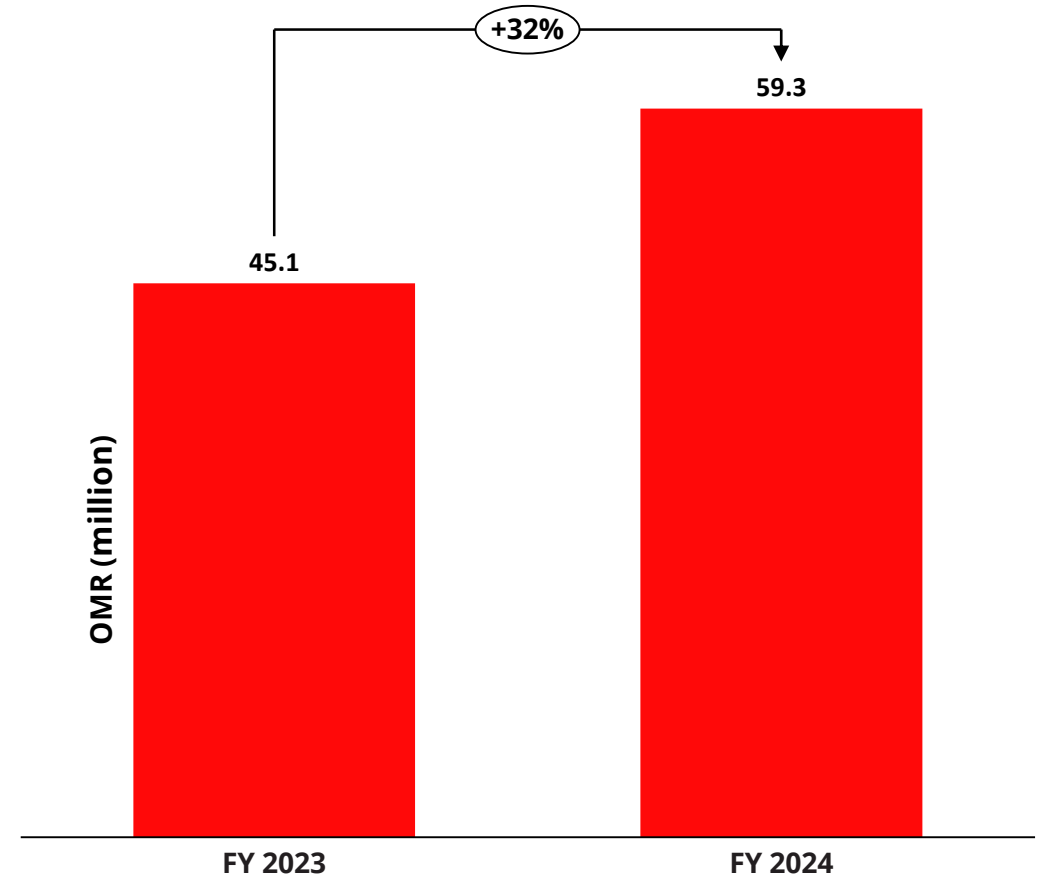
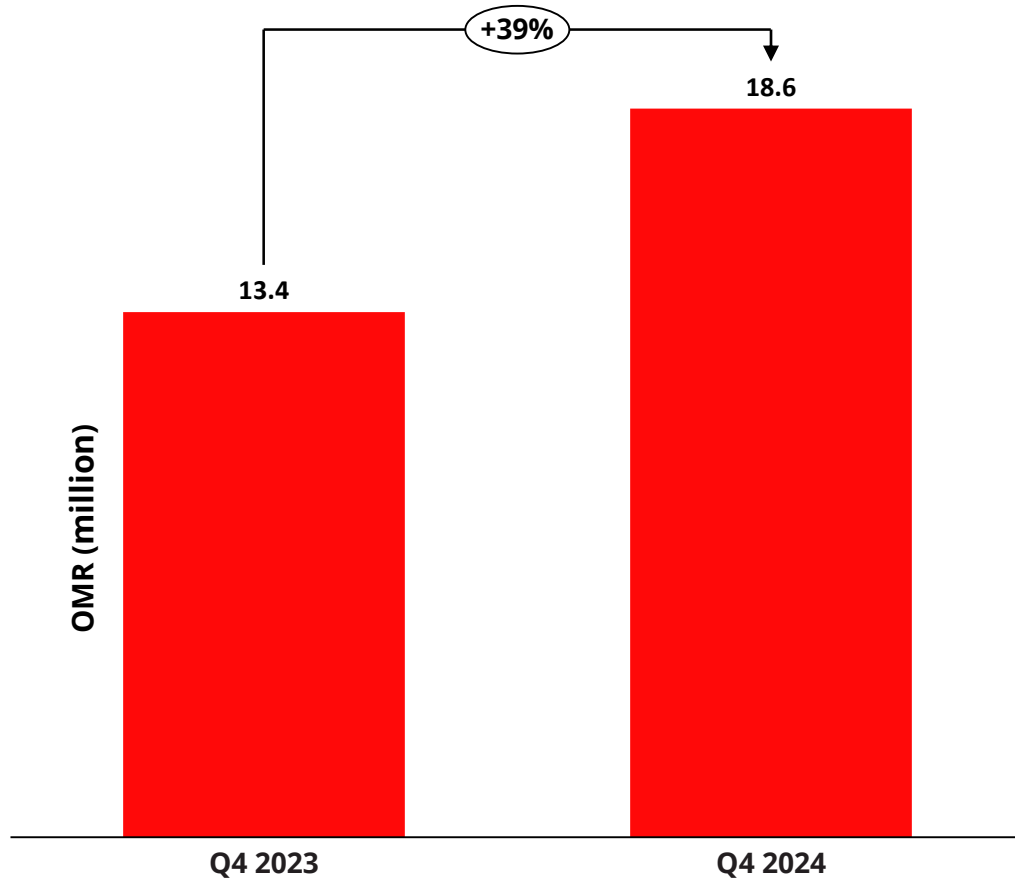


- Revenue reduction in Q4 2024 is impacted by lower mobile & wholesale revenues.

Profit before tax

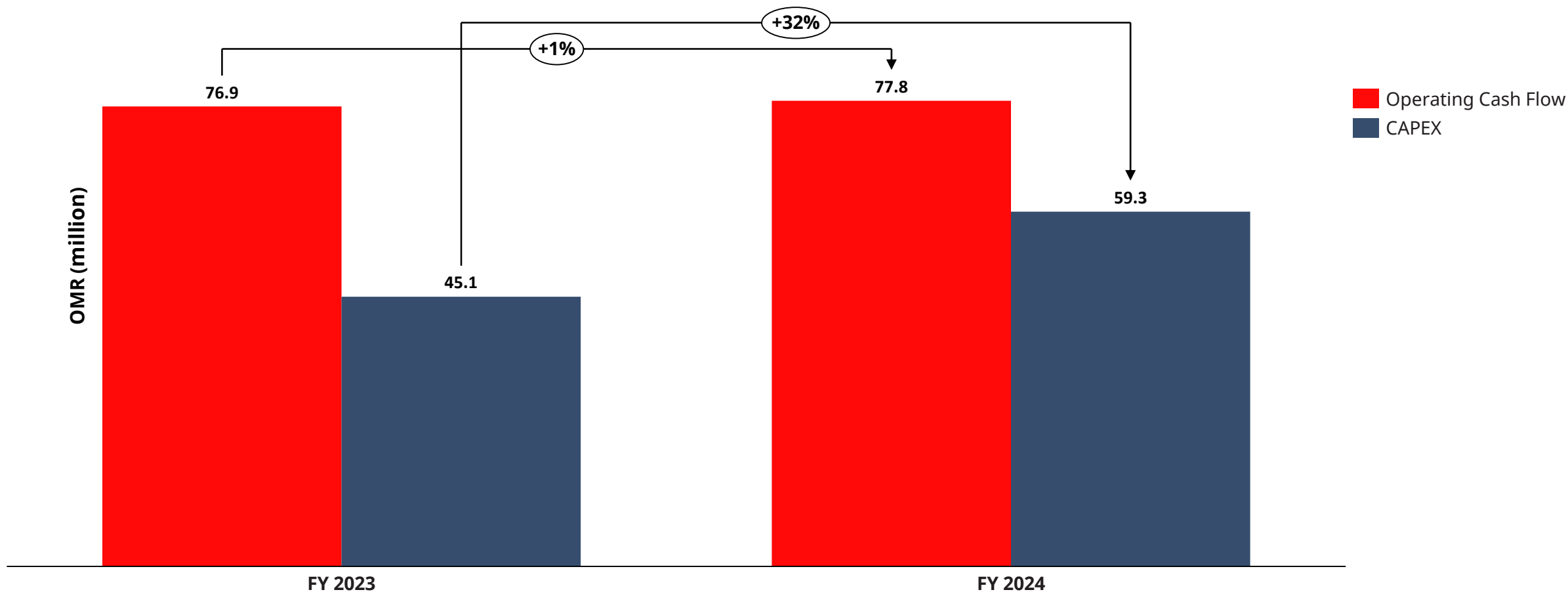


Capital Expenditure (CAPEX)



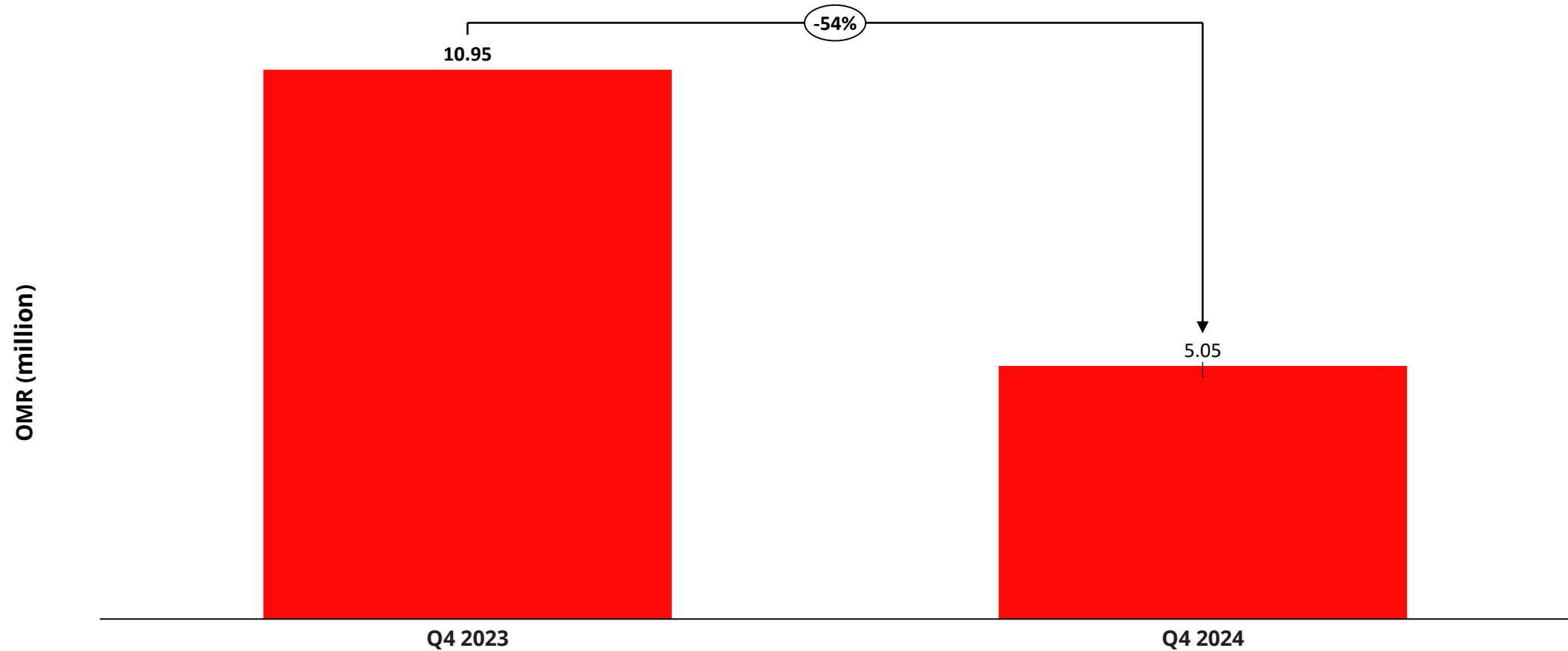
- CAPEX spend in Q4 2024 is higher driven by investments in 5G and network enhancement.

Net cash from operating activities



- Cash flow from operation is higher at the end of 2024 supported by favorable movements of receivables and payables.

Net Debt as at the end of Q4.2024



- 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.
- S&P Global Ratings has upgraded Oman's credit ratings to 'BBB-' from 'BB+'.
- The government has completed several privatization initiatives, offering two major companies, OQ Exploration & Production (OQEP) and OQ Business Infrastructure (OQBI), through initial public offerings (IPOs).

Commercial and operational

- Ooredoo Oman will continue driving value to customers through enriching customer experience. Ooredoo 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.
- Our mobile customer market share stood at 33.4% as of December 2024.
- Our fixed broadband sector market share retained 27.6% as of December 2024.



Presented by:

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Younis Al-Naabi – Head Investor Relations

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THANK YOU

