

OOREDOO OMAN PERFORMANCE – Q1 2023

Investor Presentation

16th May 2023

Conference Call



FIFA WORLD CUP
Qatar 2022



ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR

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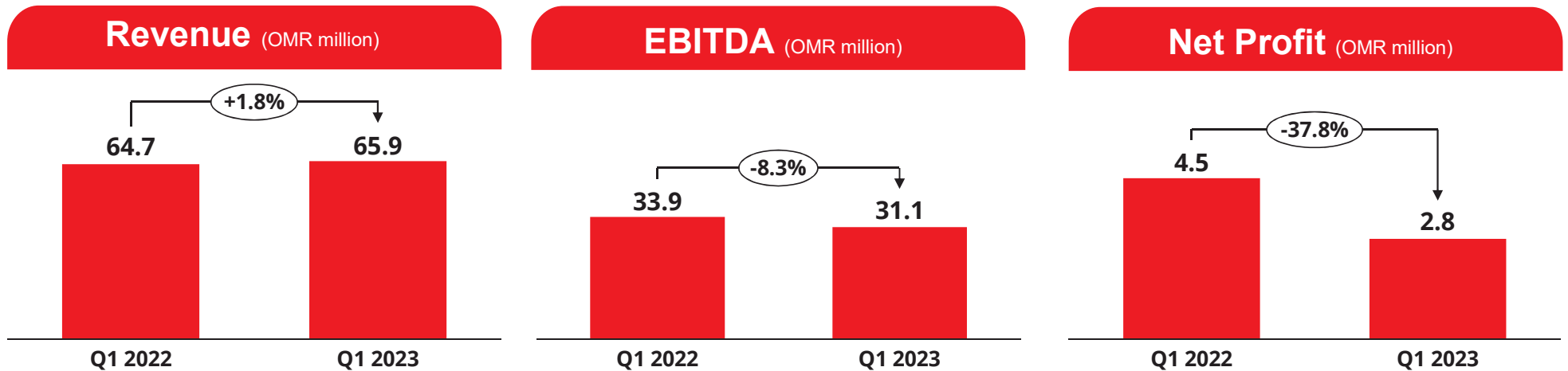
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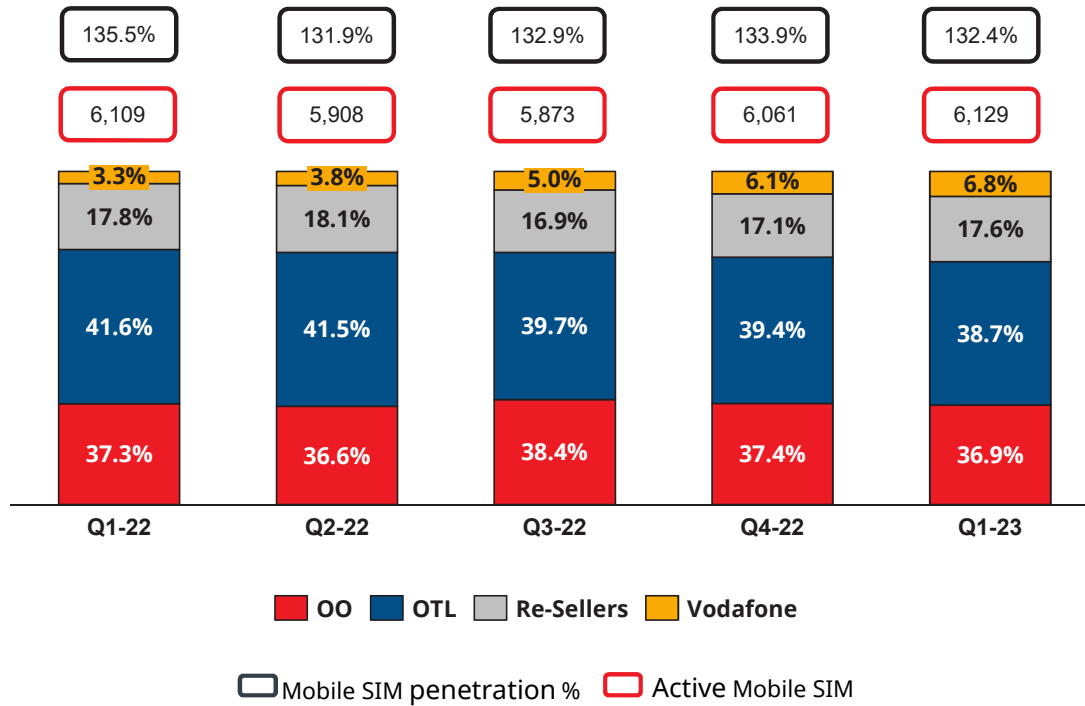
Q1 2023- Revenue , EBITDA, and Net Profit (NP)



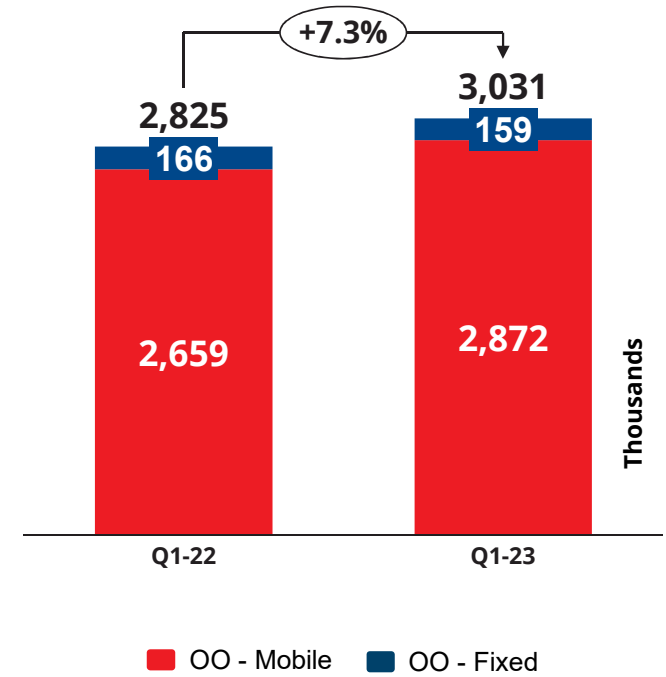
- Revenue growth was driven by growth of postpaid and handset sales.
- EBITDA is impacted by higher operating costs mainly related to handsets sales.
- Net profit for the quarter was impacted by lower EBITDA.

Market Share

Oman Mobile Market Share – Customers



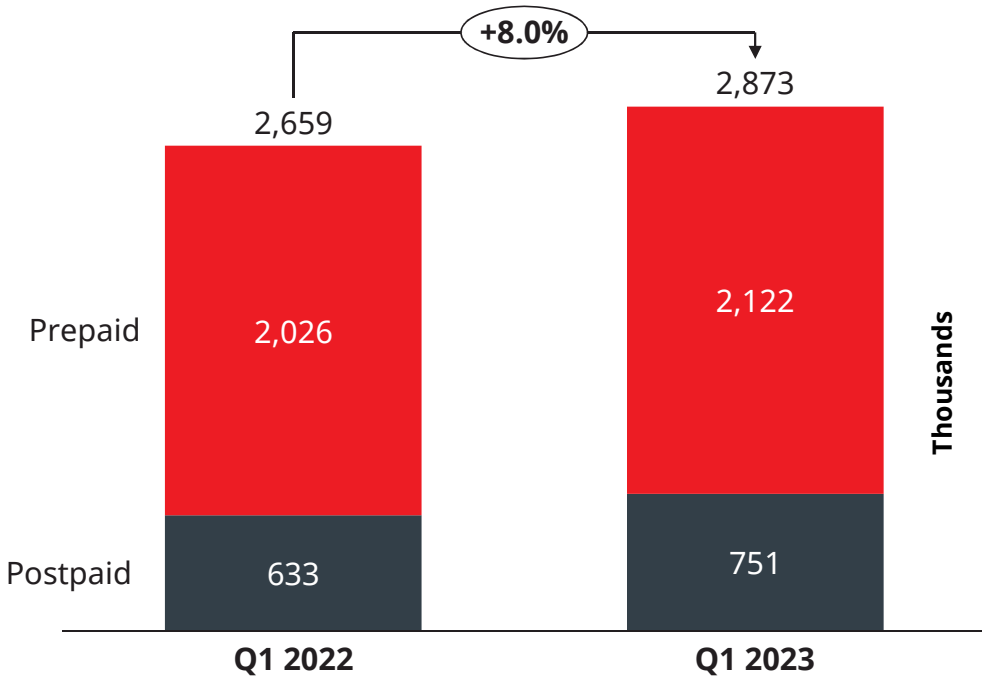
Ooredoo Oman Total – Customers



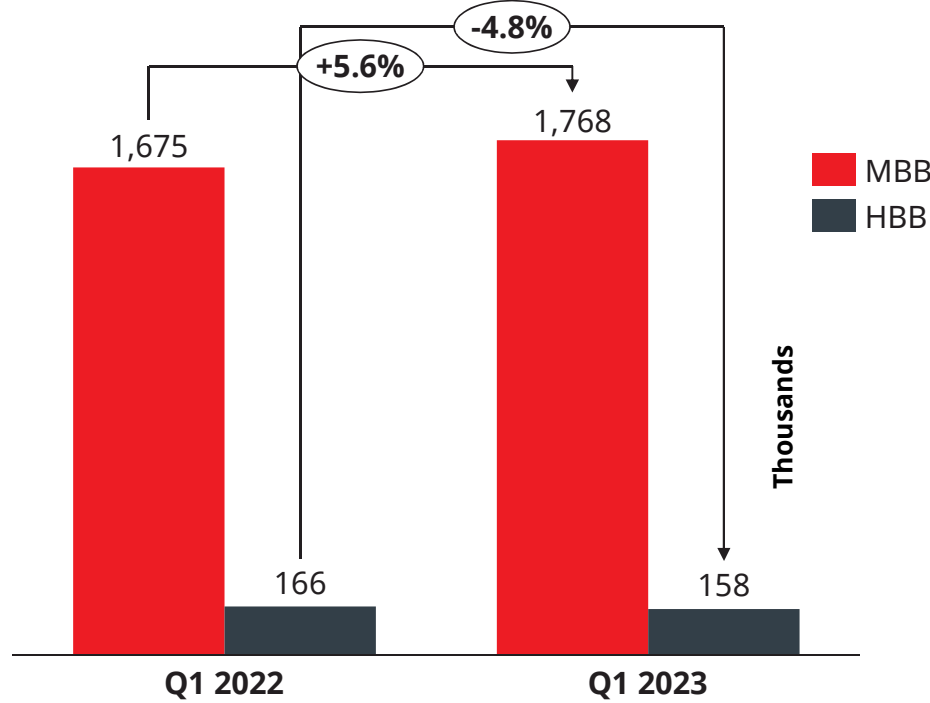
Disclaimer: VF numbers are based on market intelligence reports



Customer Base



Ooredoo Oman Mobile - Customers

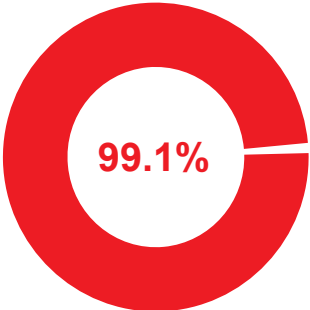


Ooredoo Oman MBB and HBB customers

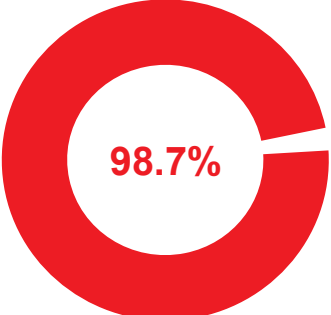
- Postpaid customer base continue to grow driven by new acquisition and migration of prepaid customers.



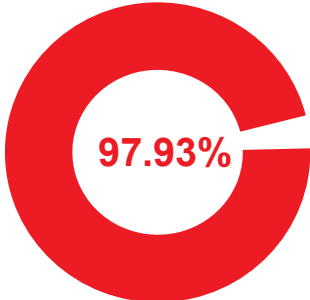
5G & Digitalization- Mobile



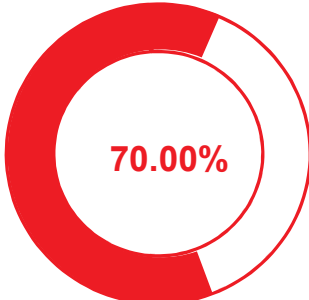
2G Population



3G Population



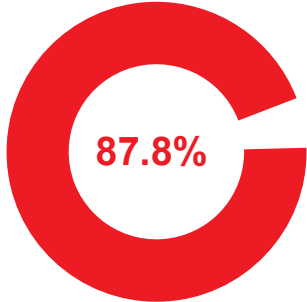
4G LTE Population



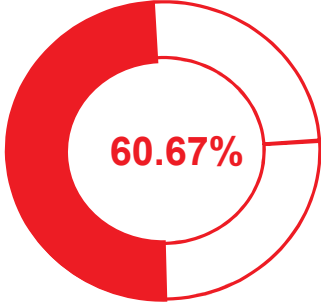
5G - MBB

- 5G Population mobile coverage has reached 70%.
- By end of Q1-2023, total 5G mobile sites are 1851. (1200 sites came On-air in Q1.2023).
- Huawei, Samsung, Apple, Xiaomi, VIVO, OPPO & Oukitel 5G Certifications are completed.

5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost the capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- OO continues to partner with Oman Broadband Company (OBB) to expand FTTH service in the Sultanate.

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Awards



**Best Digital Transformation
Company Oman 2023**



**Oman's Most Trusted
Brands - Telecoms**



**Most Innovative CSR
initiatives for SME's
Oman 2023**

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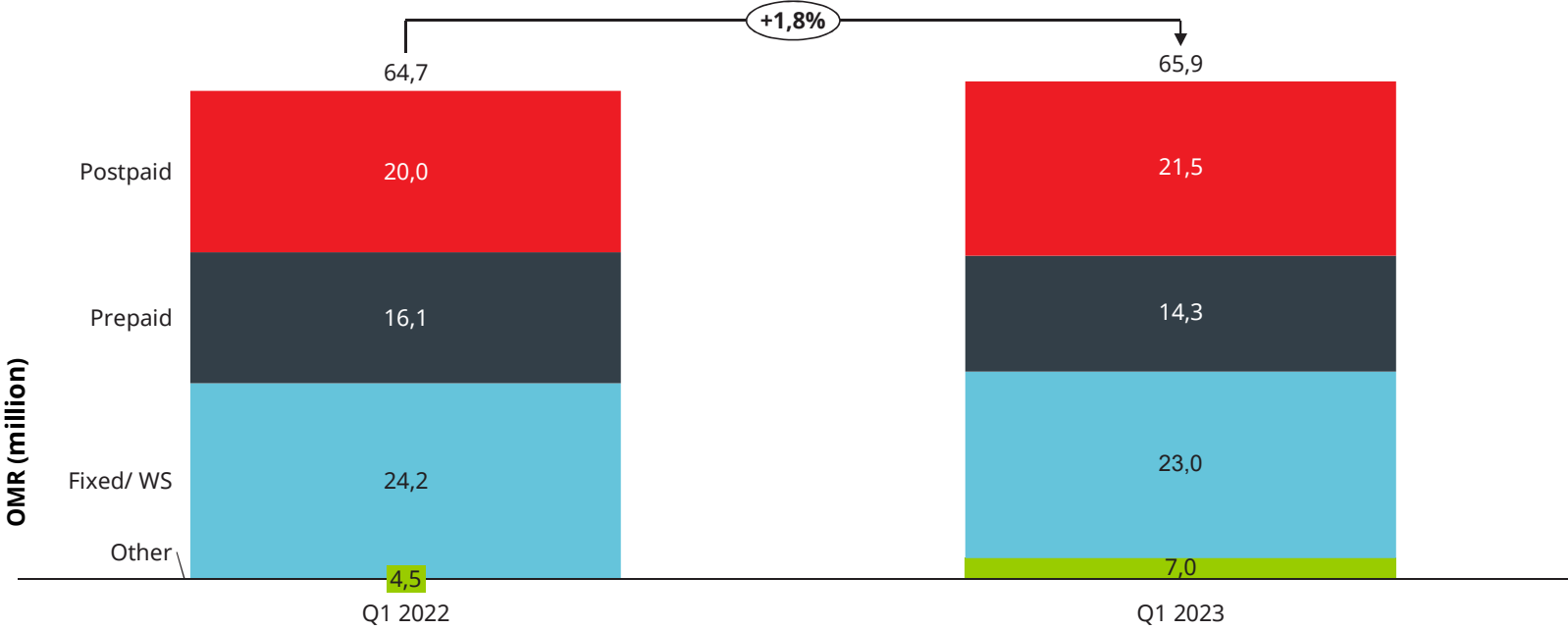
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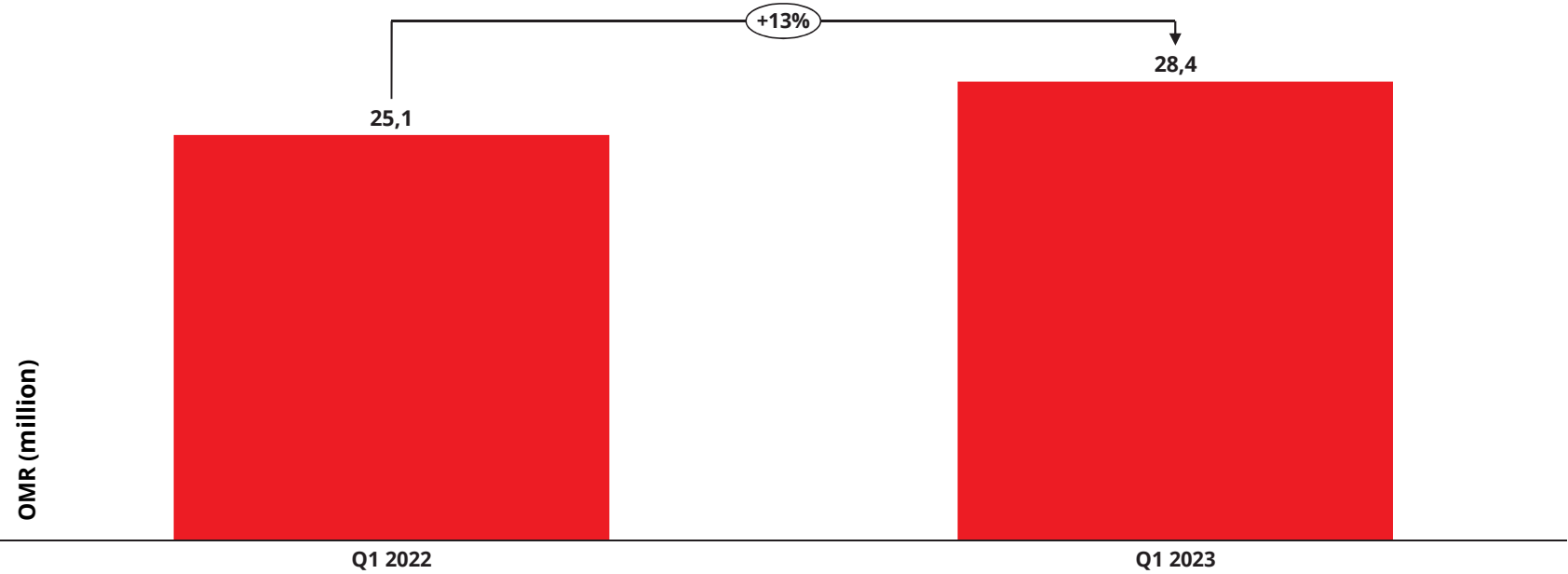
Revenue



Revenue increased in Q1 2023 due to growth of Postpaid and handset sales.

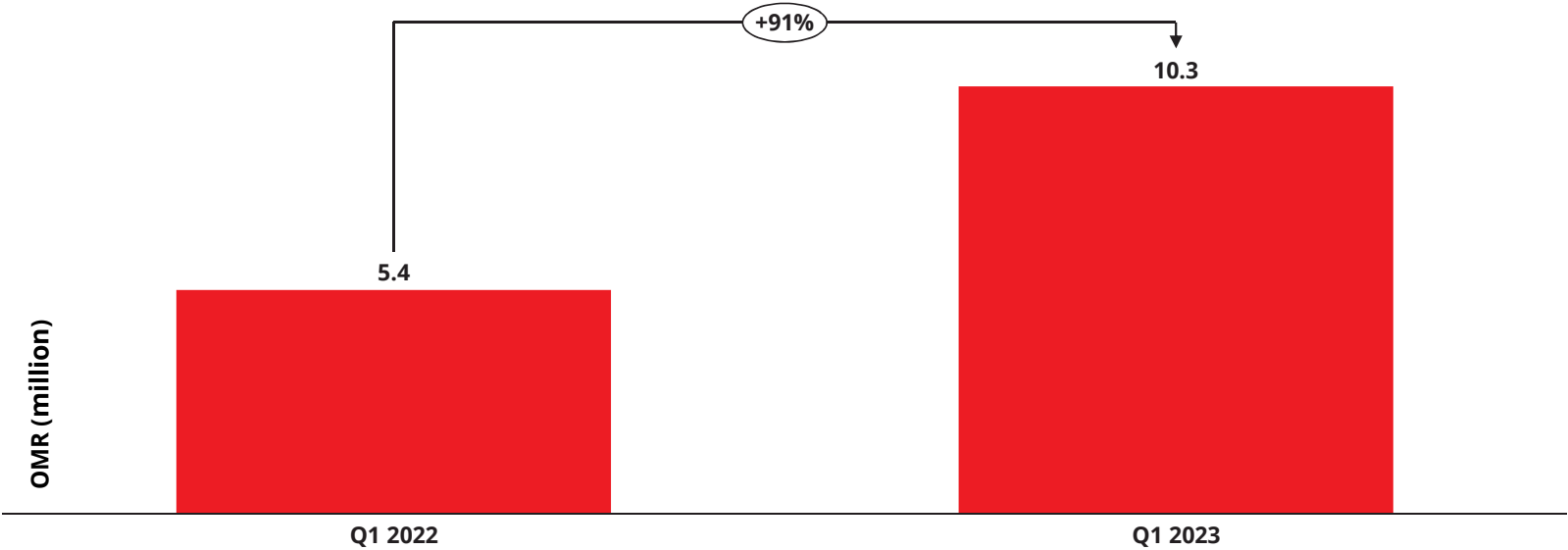


Network, interconnect and other operating expenses



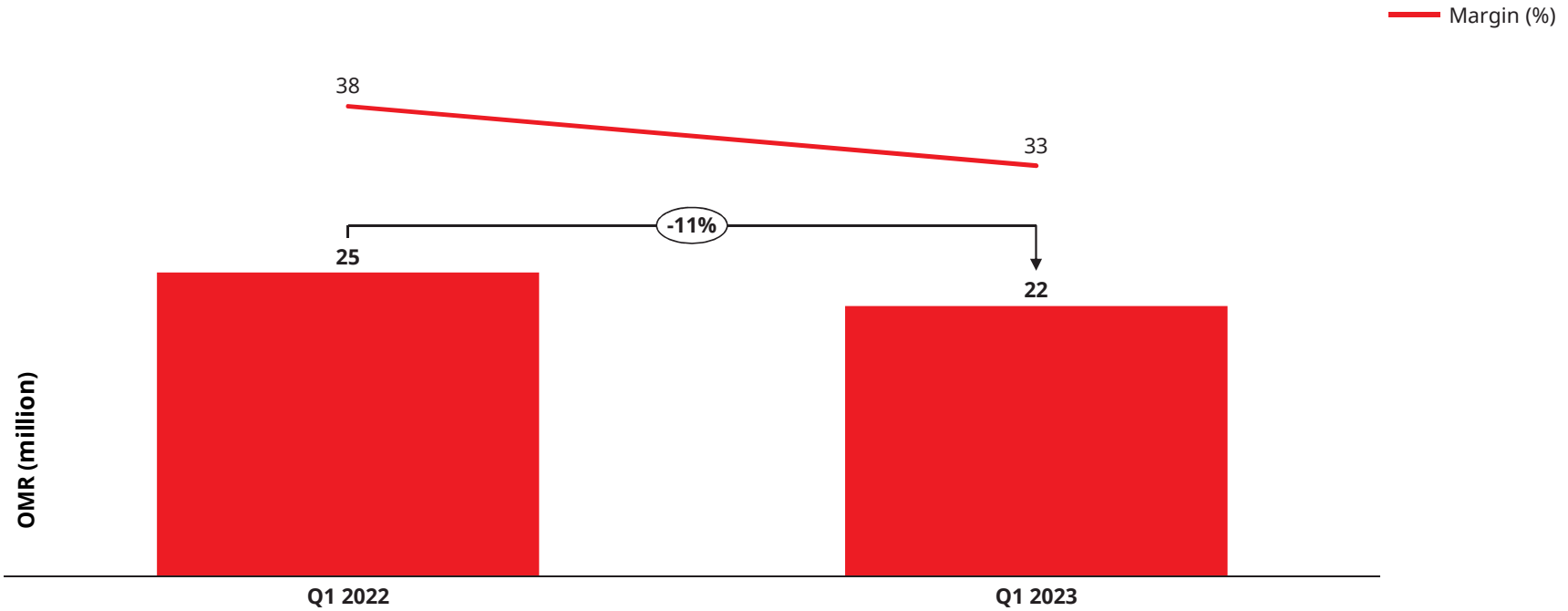
- Q1 2023 Network, Interconnect and other operating expenses have increased compared with Q1 2022 due to higher equipment cost and higher interconnect cost.

Capital Expenditure (CAPEX)



- CAPEX spend in Q1 2023 is driven by investments in 5G rollout and data centers.

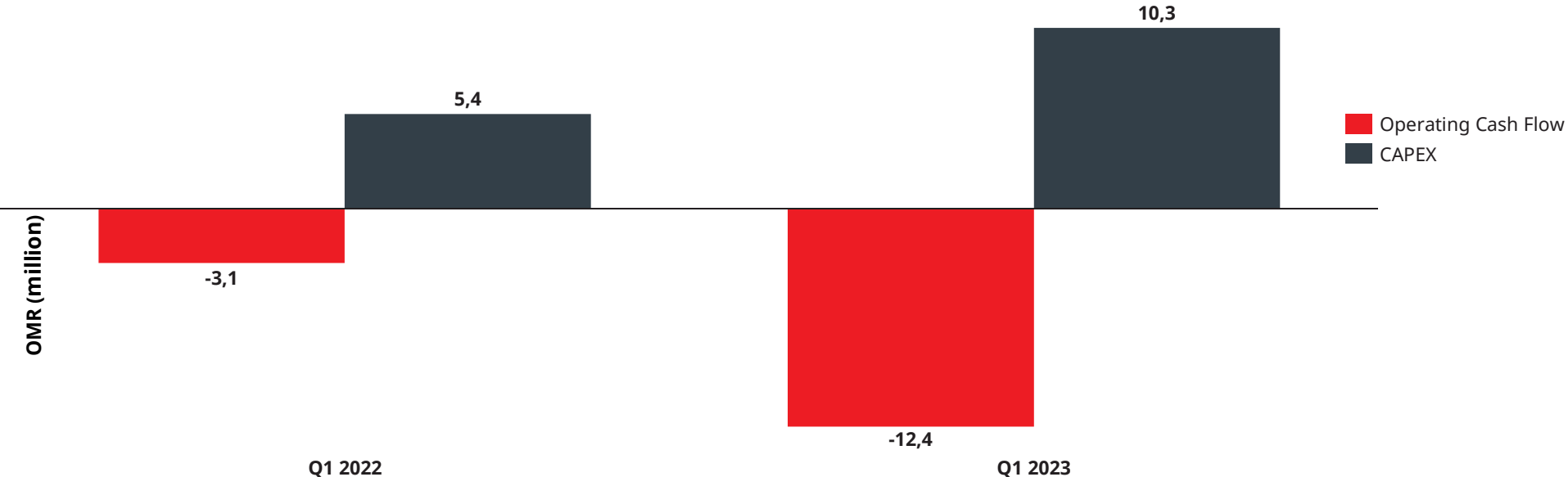
Adjusted EBITDA*



- Q1 2023 EBITDA was impacted by lower gross margin.

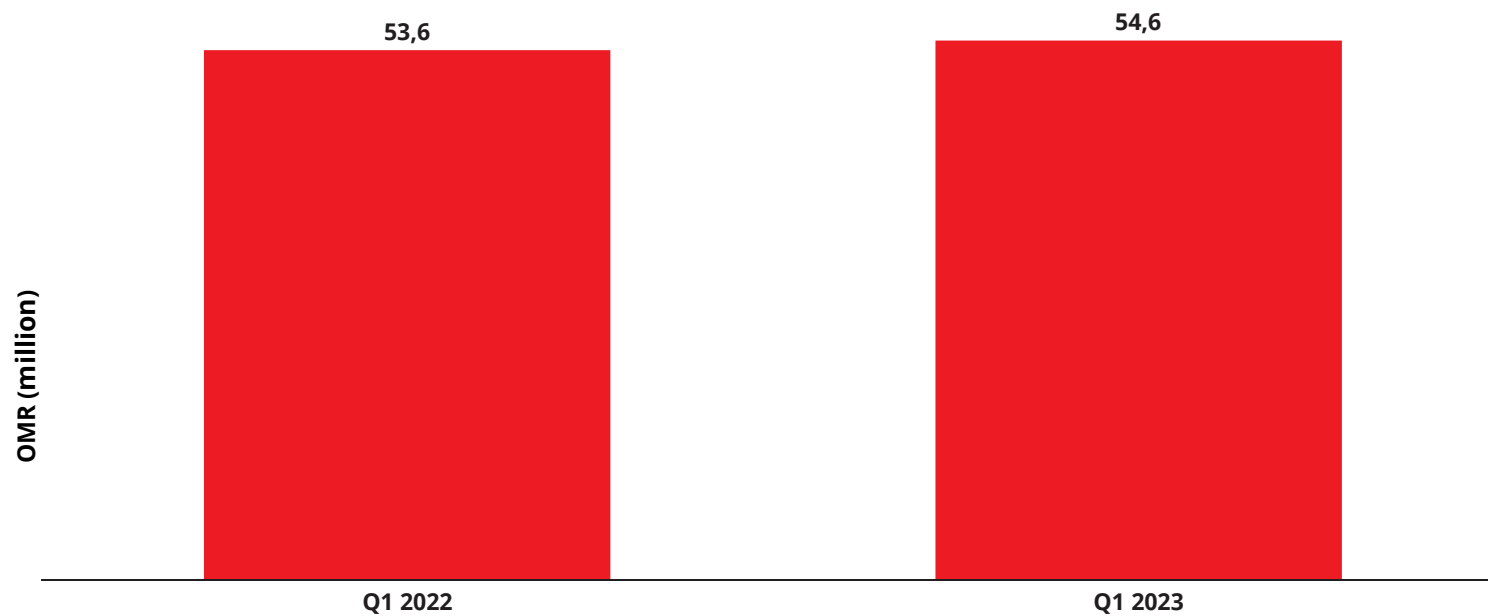
*Adj. EBITDA = Revenues – Operating Expenses – Employee Cost – impairment loss – royalty

Net cash from operating activities



- Cash outflow from operating activities is driven by key payments related to royalty and network operation.
- CAPEX spend in Q1 2023 is driven by investments in 5G rollout and data centers.

Net Debt



- OO continues to maintain healthy cash position with low gearing.

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Summary

▪ Market

- Post-paid revenue continues to grow driven by growth of customer base.
- The new entrant of third mobile operator impacted prepaid revenue.

▪ Commercial and operational

- Data represents 72% of overall revenues.
- OO will continue to innovate & revamp services, and support the country's economic growth, especially as a new era of competition starts.
- OO will continue to enhance customers experience for both mobile and fixed
- OO will continue to expand its network to provide better connectivity across the entire Sultanate, and increase investment towards a 5G-empowered Oman.
- OO will remain committed to its customers, offering them a seamless digital experience.

THANK YOU

Presented by:

Bassam Yousef Al-Ibrahim – CEO
Nasser Al Yaarubi – ACFO

**Ahmed Mohamed Ali Al-Khuzairi–Head Investor
Relations**

Ahmed.Al-Khuzairi@ooredoo.om



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