# Ooredoo Oman Performance – Q4 2022 (Full Year)

## Investor Presentation

15th March 2023
Conference Call

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# Contents

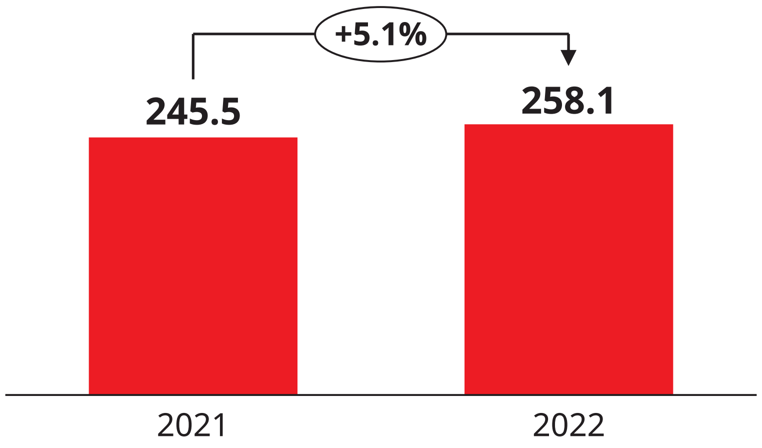


# Contents

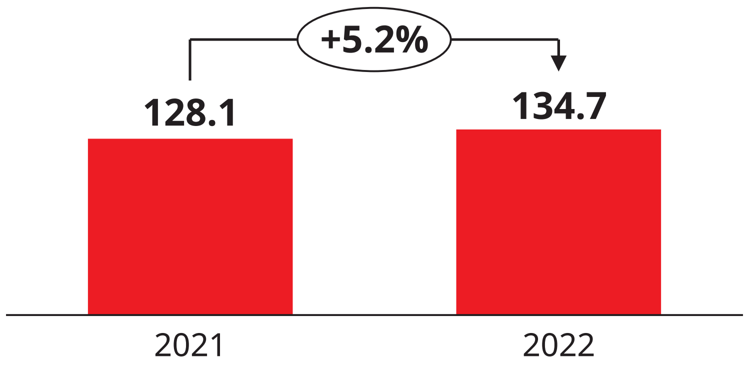


# 2022- Revenue , EBTIDA, and Net Profit (NP)

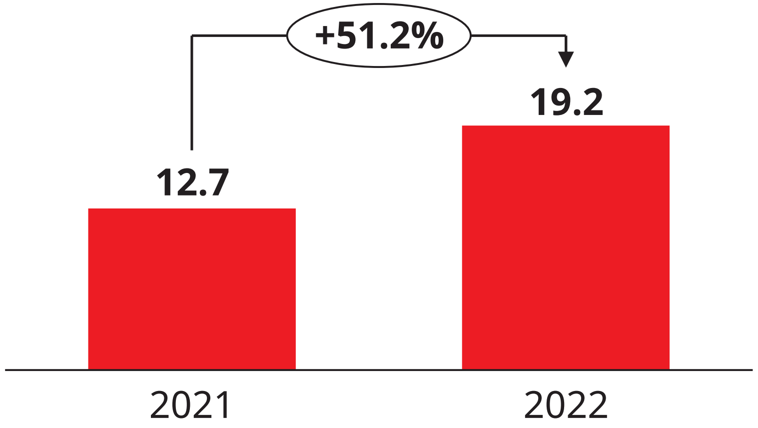
## Revenue (OMR million)




## EBITDA (OMR million)

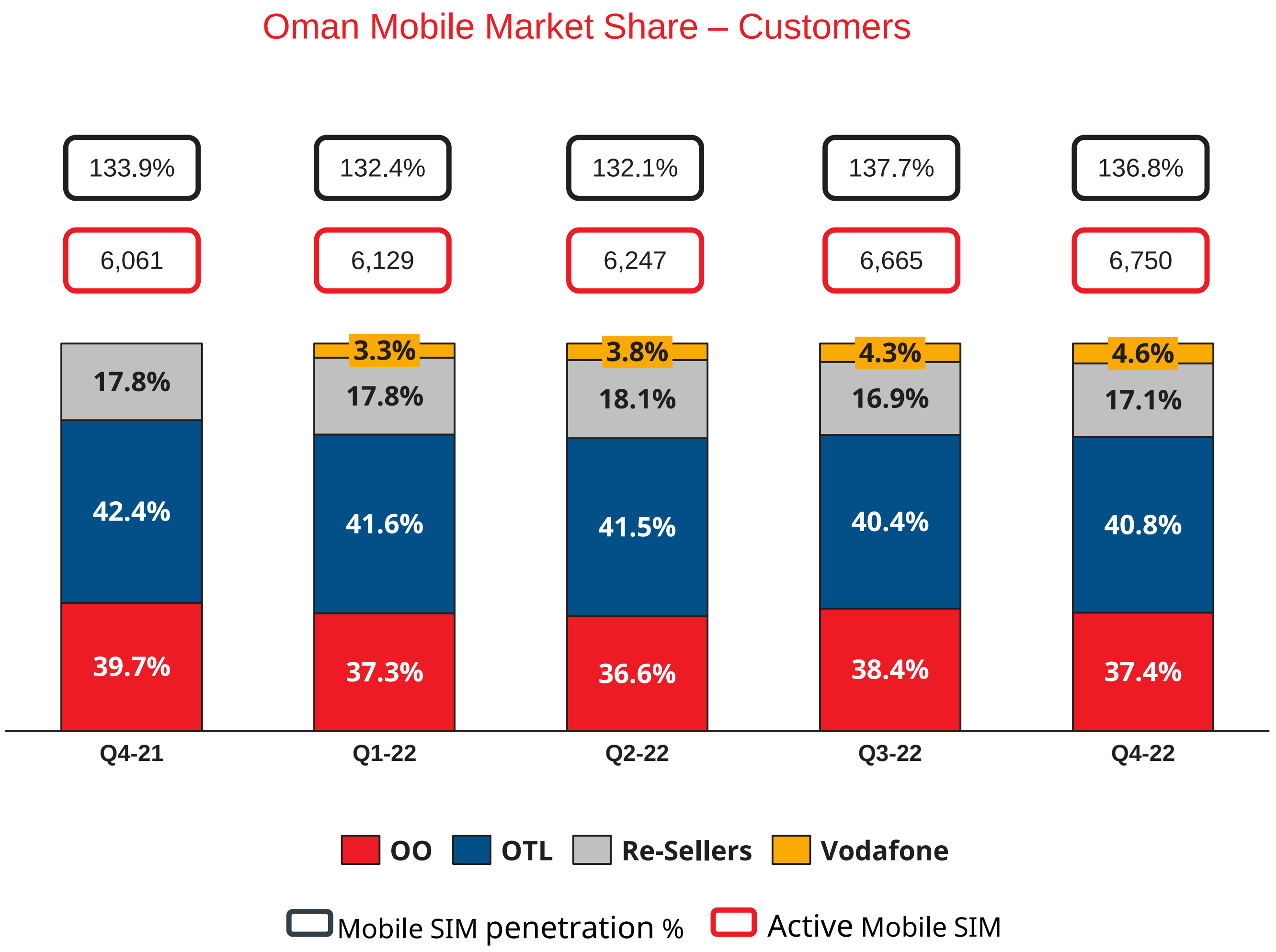


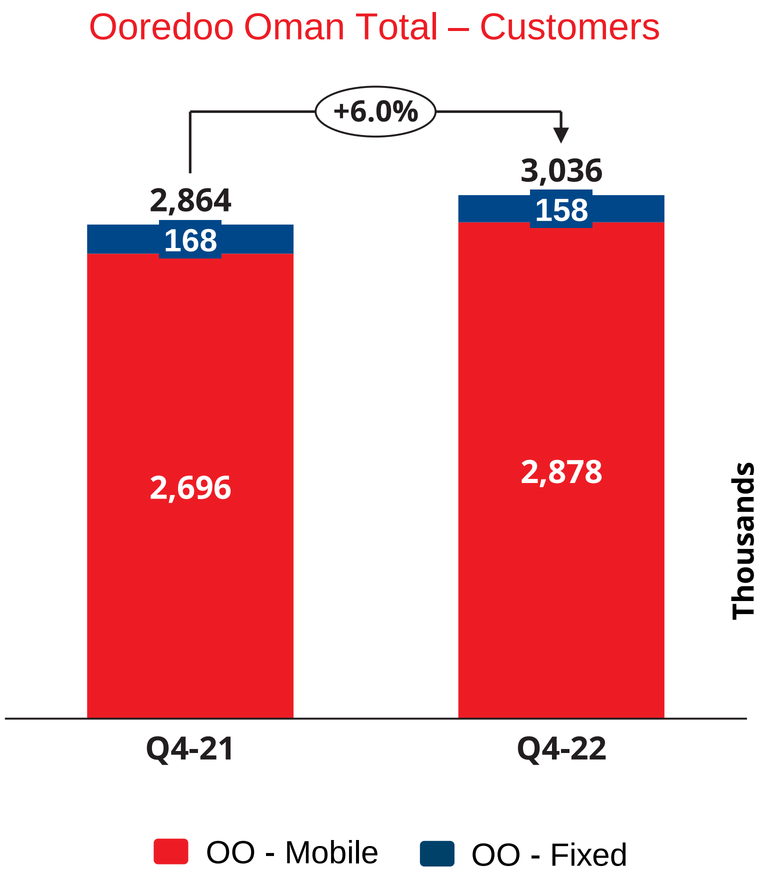

## Net Profit (OMR million)




- **Revenue increased is driven by strong performance of wholesale, postpaid revenue growth and higher devices sales.**
- **EBITDA and Net profit growth is supported by improvement in revenue.**

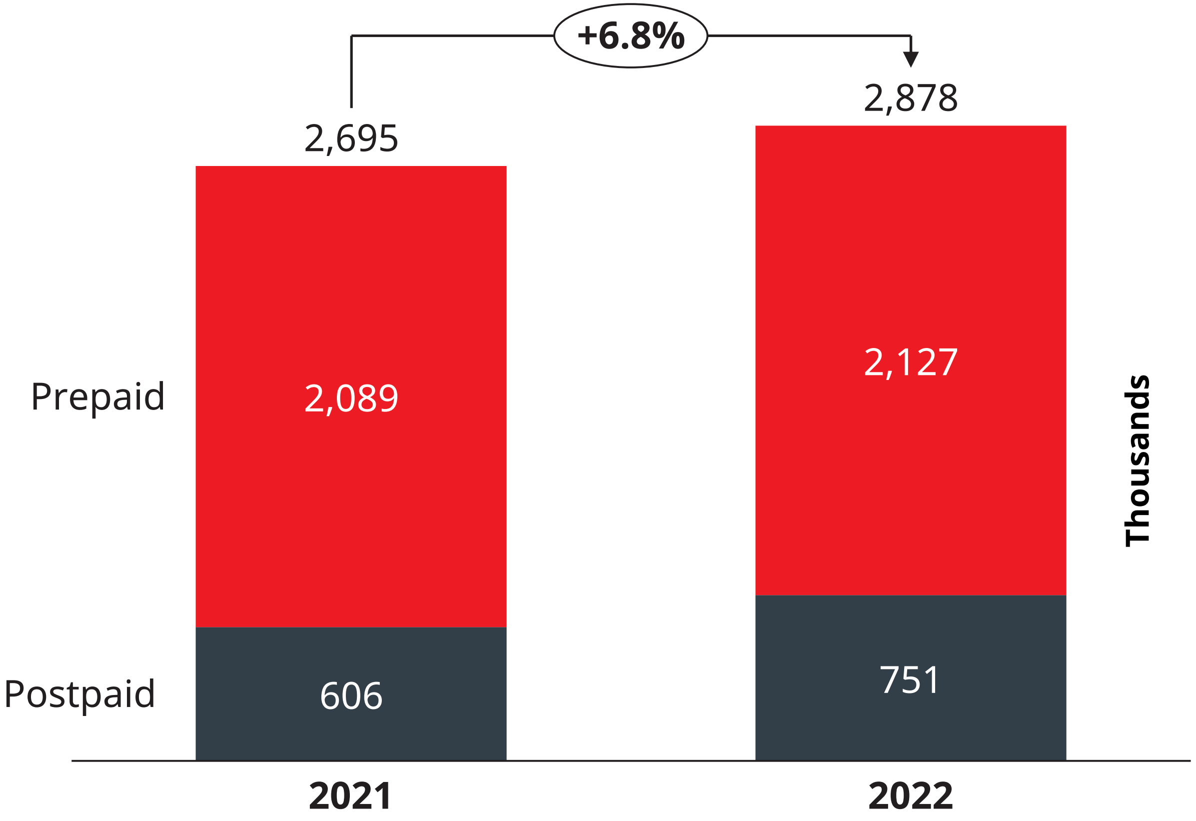
# Market Share



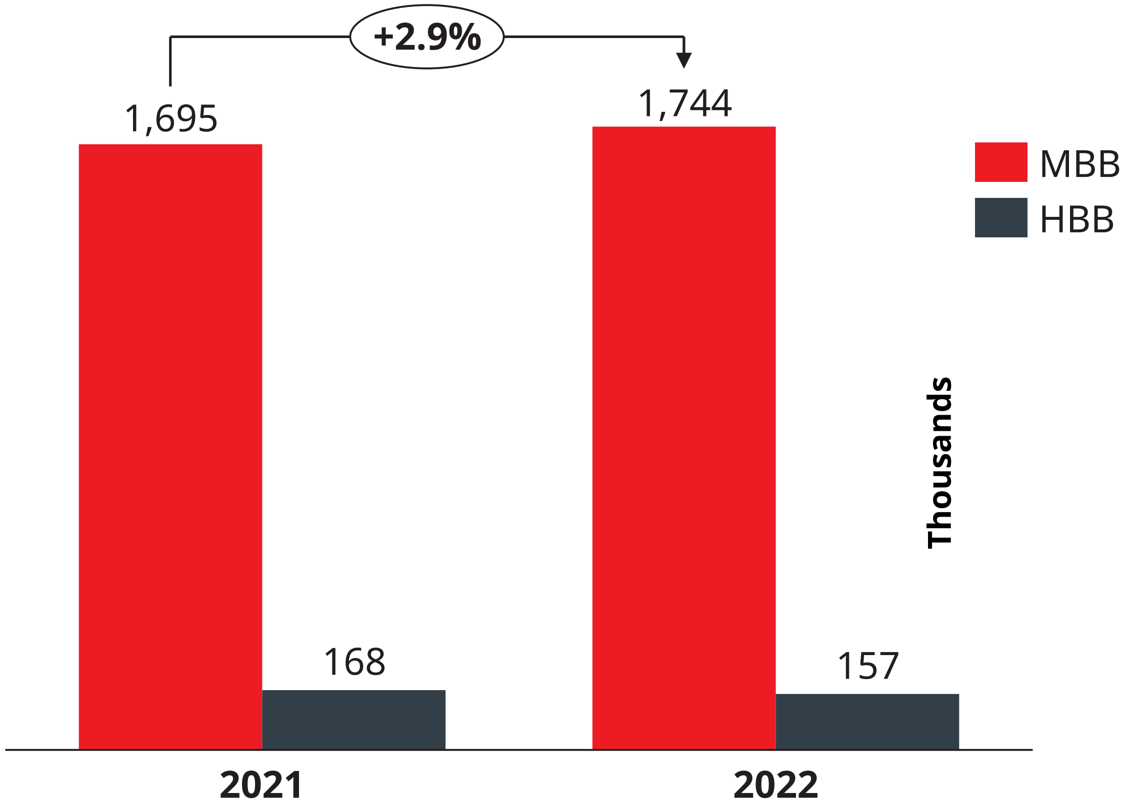




Disclaimer: VF numbers are based on market intelligence reports

# Market Share



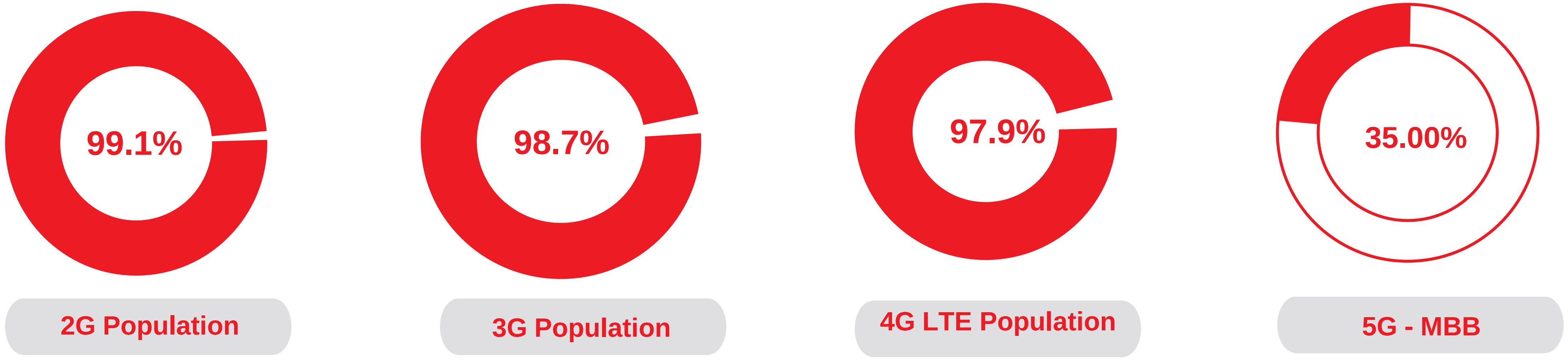

**Ooredoo Oman Mobile Market Share - Customers**




**Ooredoo Oman MBB and HBB customers**

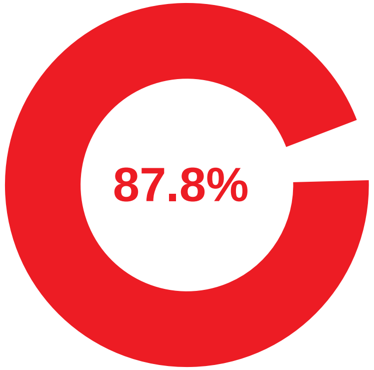
- **Strong growth of postpaid customer base, driven by new acquisition and migration of prepaid customers.**

# 5G & Digitalization- Mobile

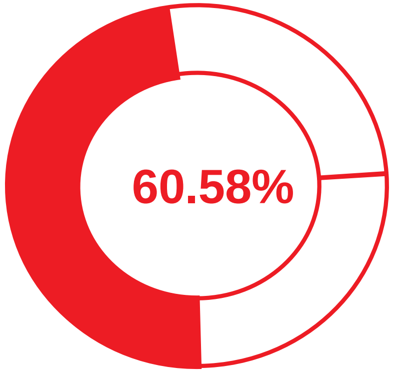



- 5G Population mobile coverage is around 35%.
- By end of Q4-2022, 963 (5G) sites were On-Air.
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.

# 5G & Digitalization - Fixed




4G HBB (Households %)




5G HBB (Households %)

- OO Continues to boost 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.
- 5G sites by end of Q4-2022 is of 963 sites.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

# Contents




**Best Middle Eastern Digital Customer Experience' at the Telecom Review Summit in Dubai.**

**Leading Corporate for Investor Relations in Oman 2022 Award at the Annual Conference and Investor Relations Awards Ceremony**


**Best Data Centre Infrastructure Award at Oman's 2nd Big Data & Analytics Meet**

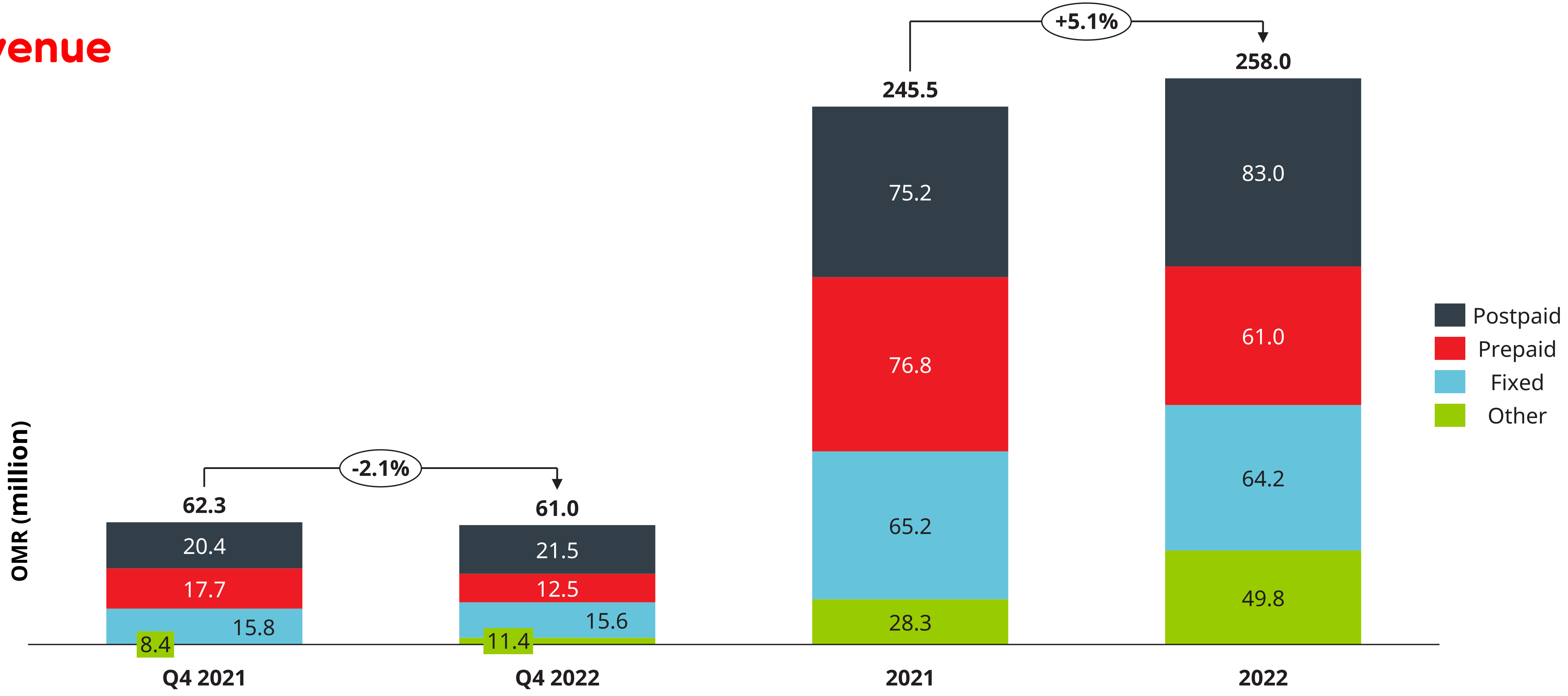

**Ooredoo's innovative Technology Solutions wins Middle East Technology Excellence Awards 2022**

**Awarded two ISO certifications in Enterprise Risk and IT Service Management**

# Contents

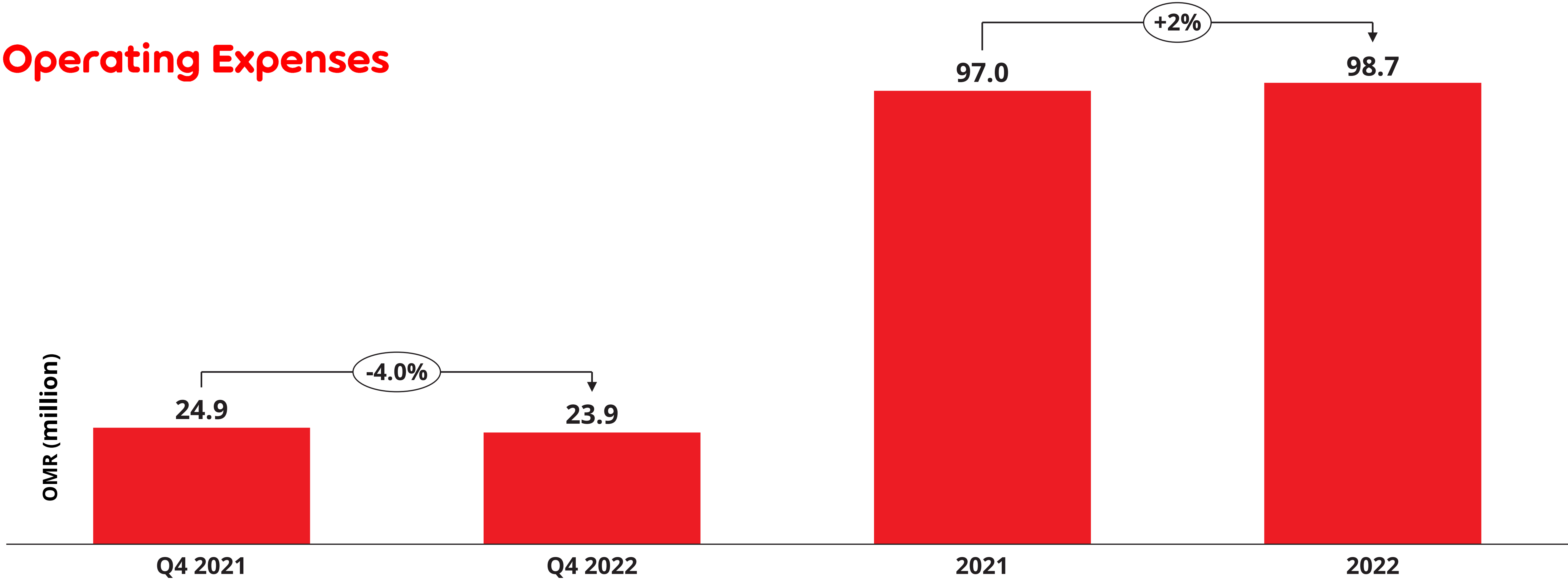


# Revenue



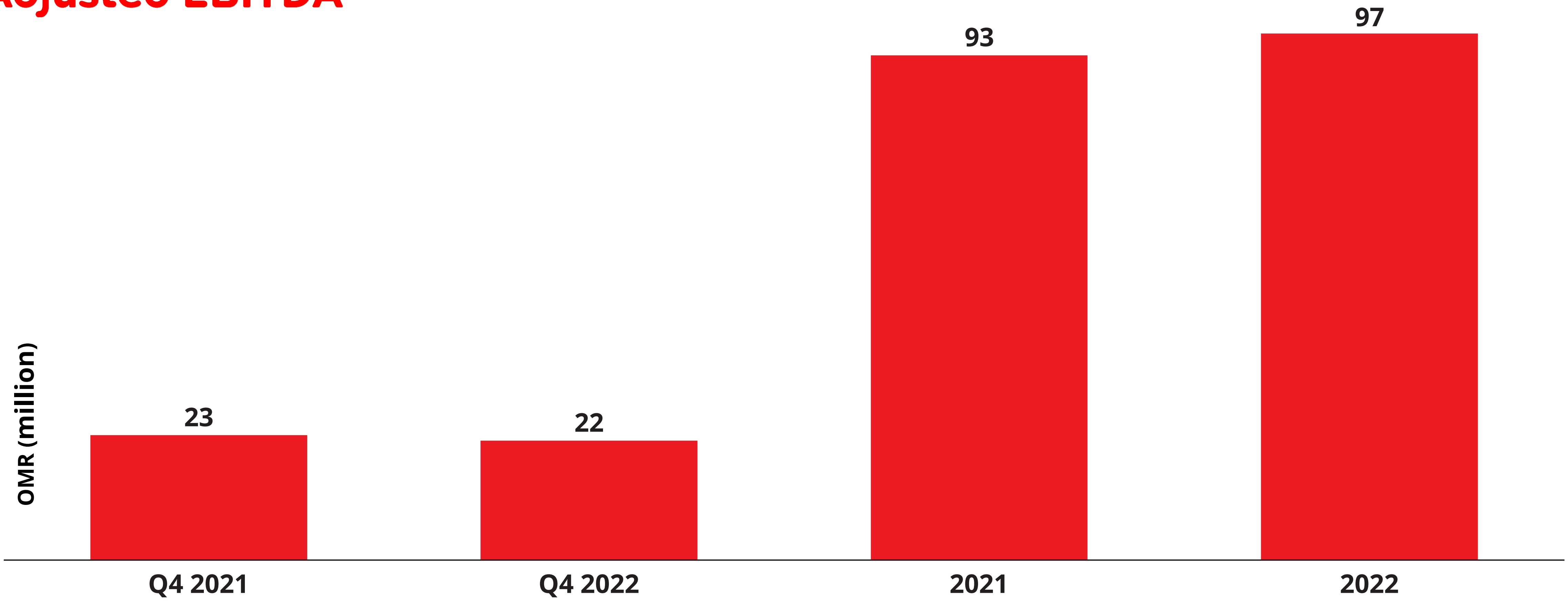

- **Higher mobile Postpaid revenue driven by growth in customer base**
- **Higher national roaming revenue due to Vodafone roaming on OO's networ**
- **Higher handset (device) sale revenue**

# Operating Expenses




- **2022 Network, Interconnect and other operating expenses have increased compared with 2021 due to Higher equipment cost and higher marketing and communication cost.**
- **Q4 2022 Network, Interconnect and other operating expenses have decreased due to decrease in equipment cost and lower Regulatory and related fees .**

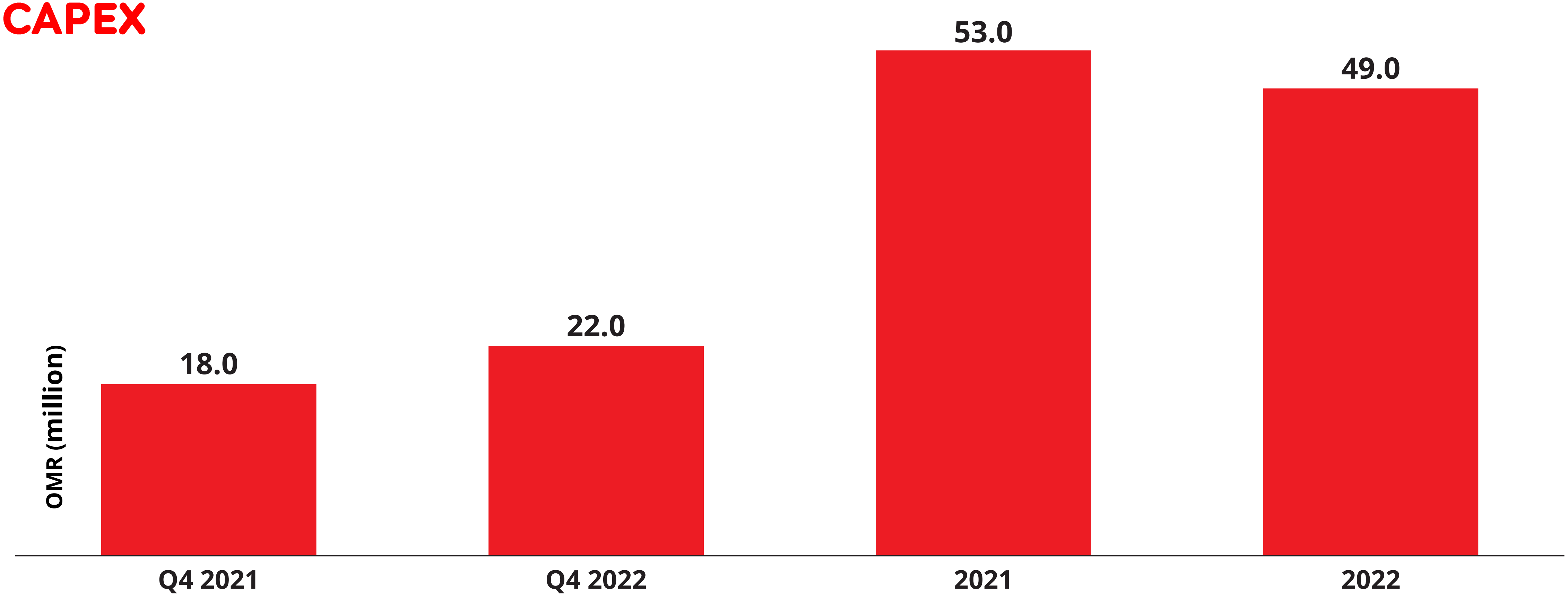
# Adjusted EBITDA*




- **2022 EBITDA increased due to higher revenue.**

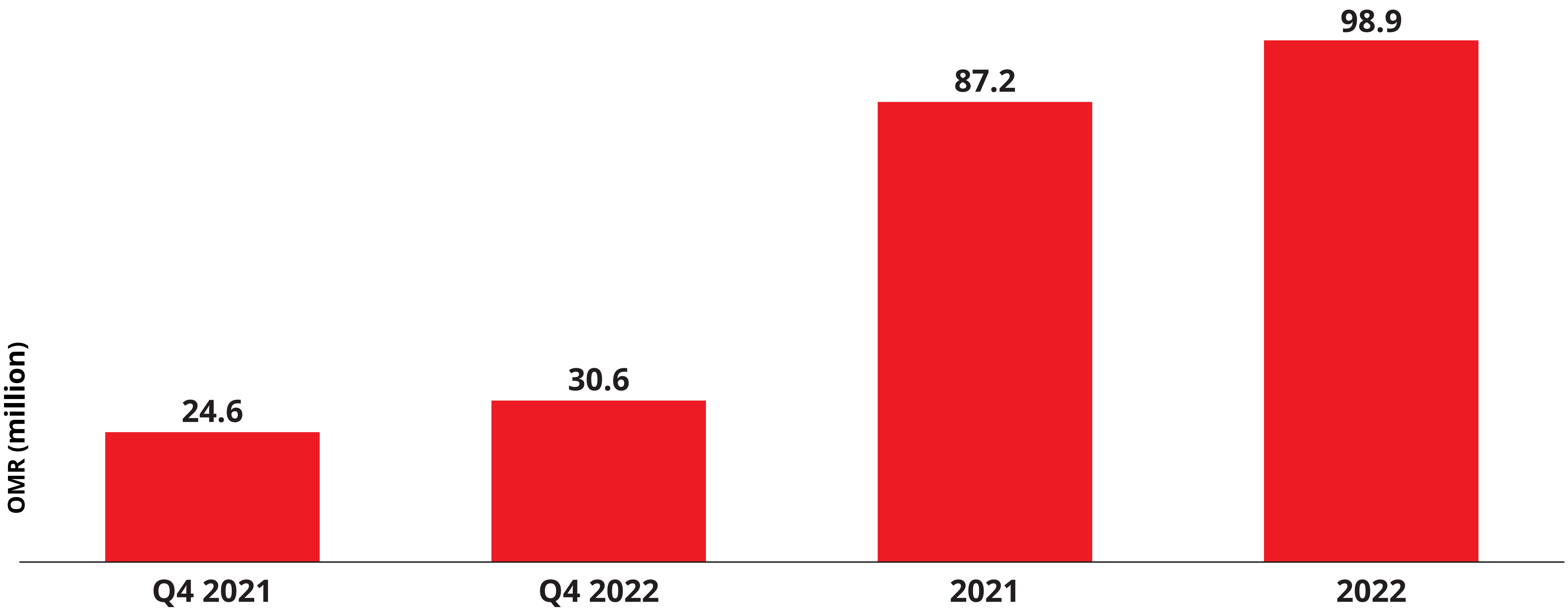
*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

# CAPEX




OO Continues to spend on modernizing its Network and infrastructure.

# Operating cash flow




Cash flow from operation is higher in 2022, due to higher income.

# Net Debt


**OO maintains healthy cash position with low gearing**

# Contents



# Summary

- **Market**
  - Post-paid revenue continues to grow driven by attractive offers, as well as continuous migration of customers from prepaid to postpaid.
  - Revenue for the Year 2022 has increased compared to the Year 2021 driven by higher mobile postpaid, higher wholesale and devices sales.

- **Commercial and operational**
  - Data represents 72% of overall revenues
  - OO continued to focus on technology leadership, B2B and consumer offerings.
  - OO will be expanding its ICT portfolio in a new era of hyper-connectivity, driven by broadband,
  - OO has always been committed to driving and upgrading digital transformation in Oman, aligning with Oman’s 2040 Vision, and taking the country into the next phase of digital leadership

# Eye on 2023

- As we move confidently towards 2023, Oman's **population** is expected to continue growing alongside an improvement in the **economy** and continuing implementation of Oman's 2040 Vision to attract investment and mega projects. Despite a crowded mobile and fixed market, we expect our strong performance to continue, supported by visionary customer experience, a host of cutting edge services and solutions, our continued roll-out of fibre services and 5G to new areas, and through our own infrastructure expansion in targeted areas.

## Presented by:

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# Thank You