

Ooredoo Oman Performance – Q2 2017

Investor Presentation

7 August 2017
Conference Call



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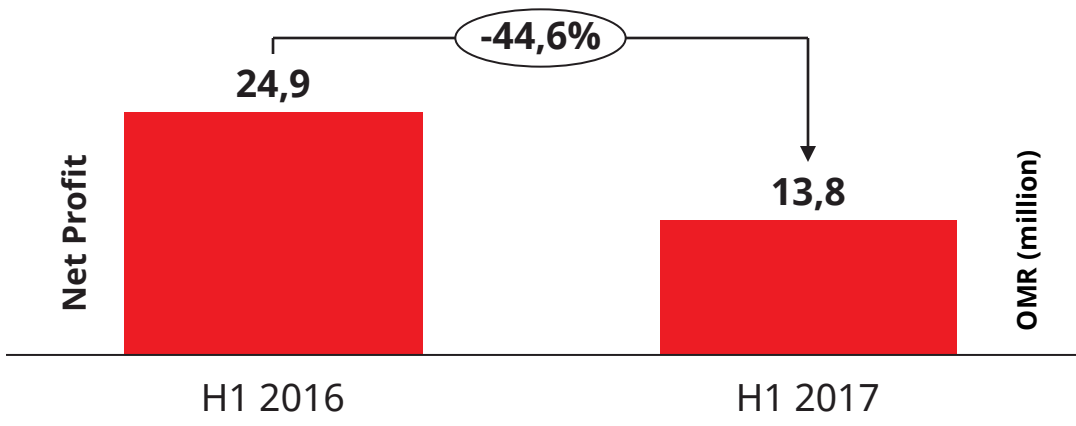
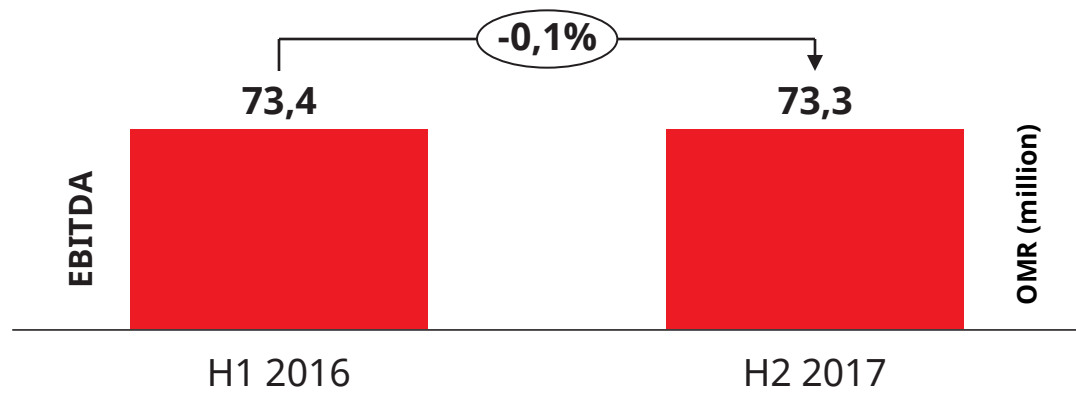
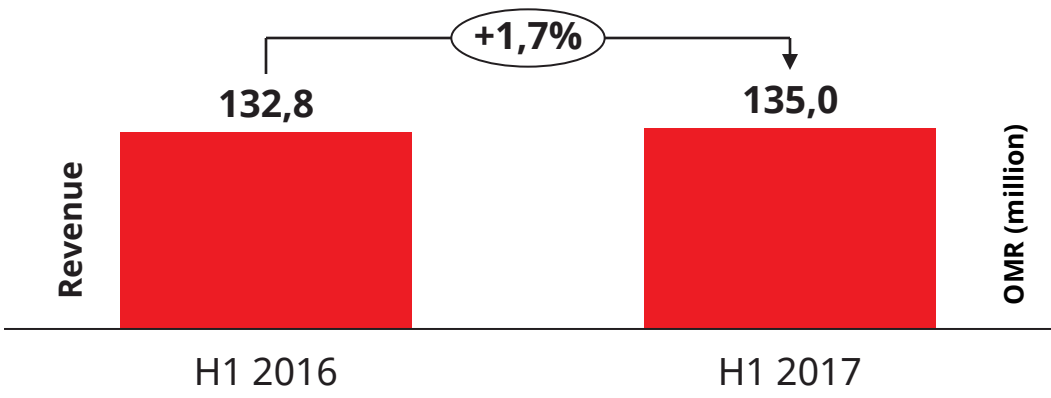
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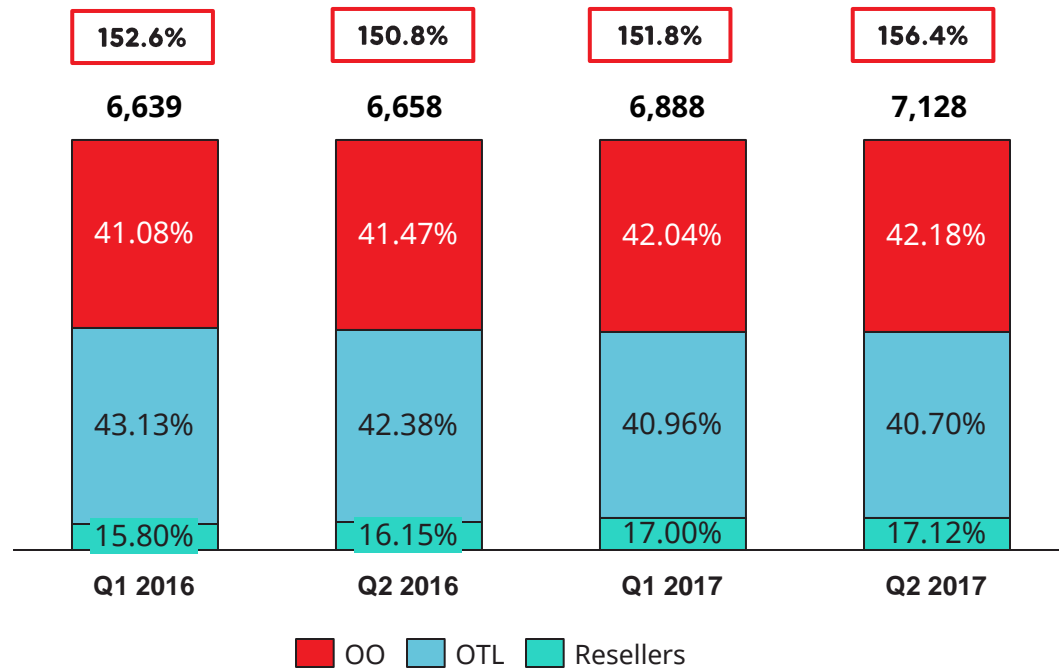
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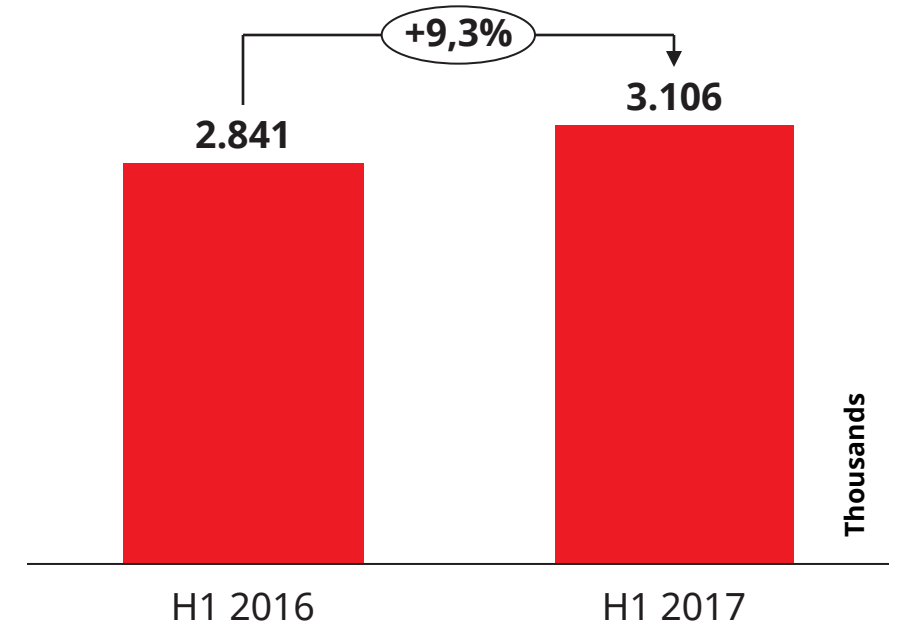
H1 2017 - Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership and continuous growth in customer base

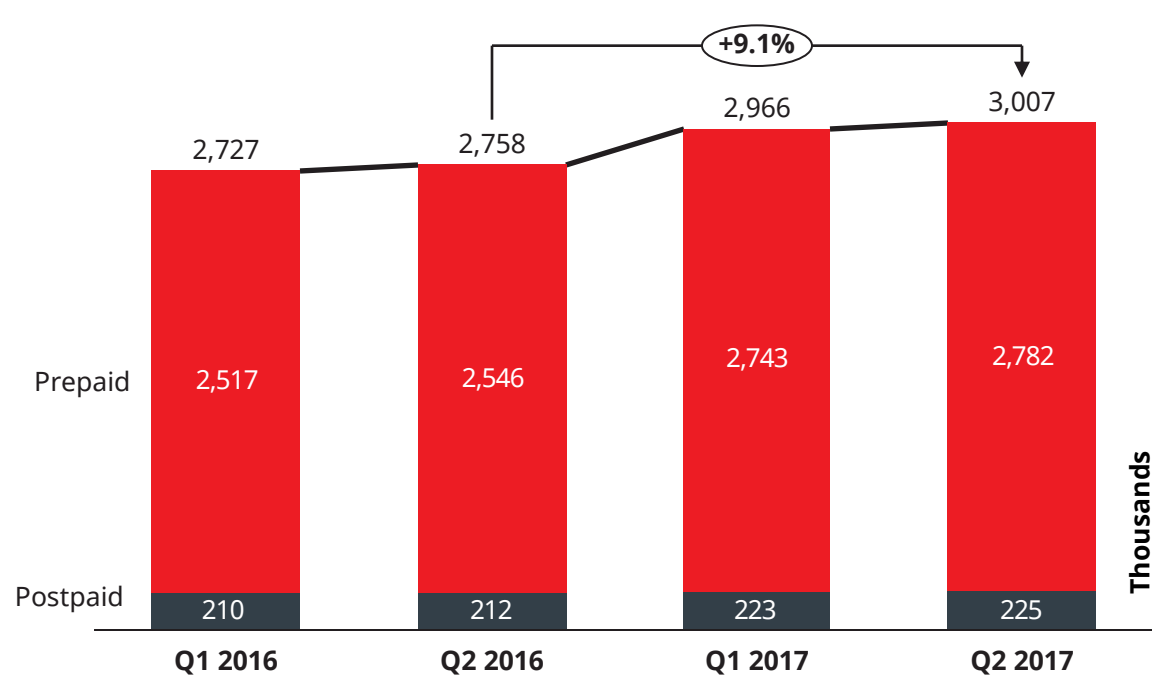


Oman Mobile Market Share - Customers

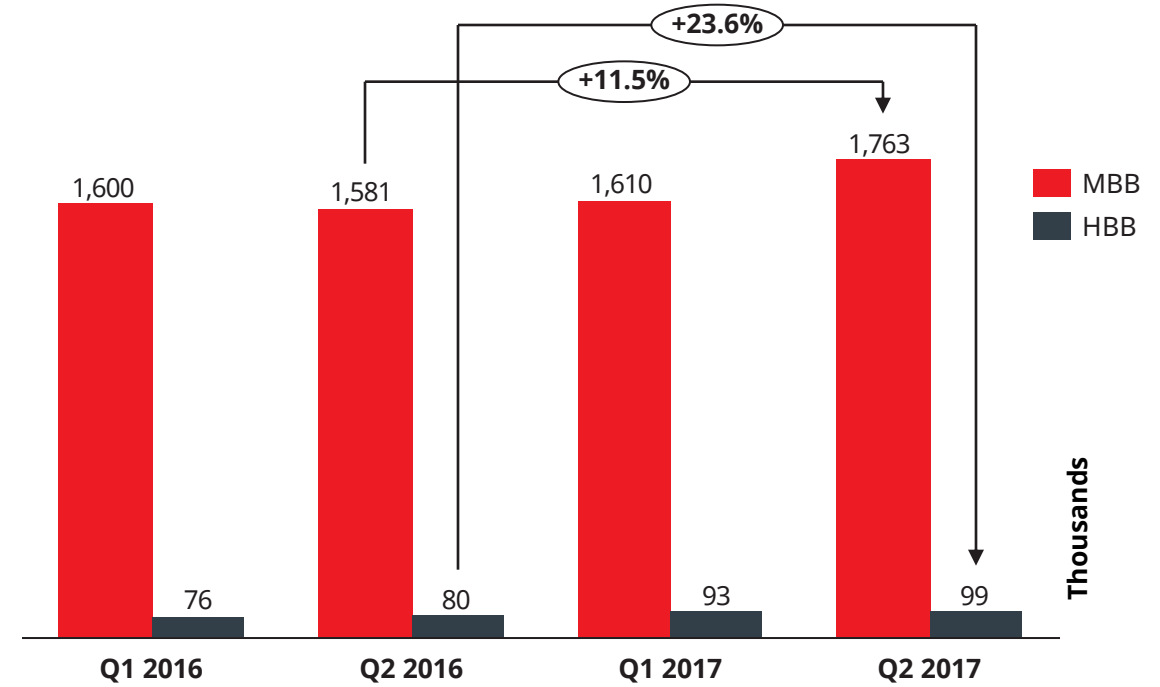


Ooredoo Oman Total Customers

Market Share – Impressive growth in both mobile and fixed segments



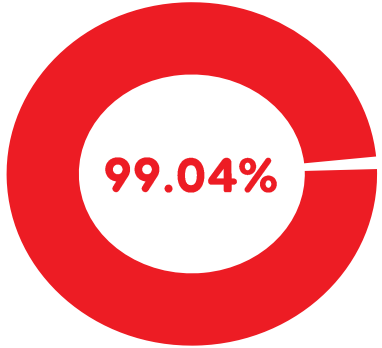
Ooredoo Oman Mobile Market Share - Customers



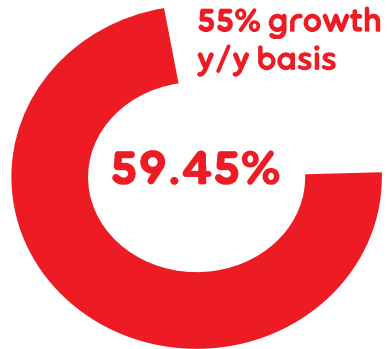
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

- Strong improvements in network and proposition satisfaction, due to continuous coverage & quality improvement
- Paving the way to 5G, Ooredoo has Successfully demonstration advanced LTE at Khareef Salalah
- Ooredoo Oman Network Operation Center received its ISO 9001:2015 Certification
- 76 (LTE FDD) mobile sites launched on 800 MHz spectrum in Q2 2017
- Successful takeover of the new Network Managed Service in May
- 15 new coverage sites have been launched in Q2 2017
- Continued the rollout of LTE TDD with 12 new sites introduced in Q2 2017
- Smart phone penetration in Q2 2017 is 78%.

Achievements, Offers & Awards

- Attractive new Home broadband postpaid offer with unlimited data lead to increase postpaid base significantly
- Continuous improvement in Superfast (FTTH) sales in Q2 -2017, due to the new bundles' speeds and services
- Attractive LTE offer with unlimited data encourage the customer contact
- Attractive postpaid offer with four times data and devices discount encourage the customer contact
- Revamp Ooredoo app with more than 320k downloads and increase of customer satisfaction
- New successful products launched where customer can unlimited video streaming and watch favorite TV channels on smart devices
- Ooredoo talk attracts international customers to get more closer to their friends and families
- Postpaid E-Bill Penetration reached to 87% in Q2 2017 compared to 80% in Q2 2016



Top
Telecommunications
Merchant at 'Partners
in Progress' Awards
2017

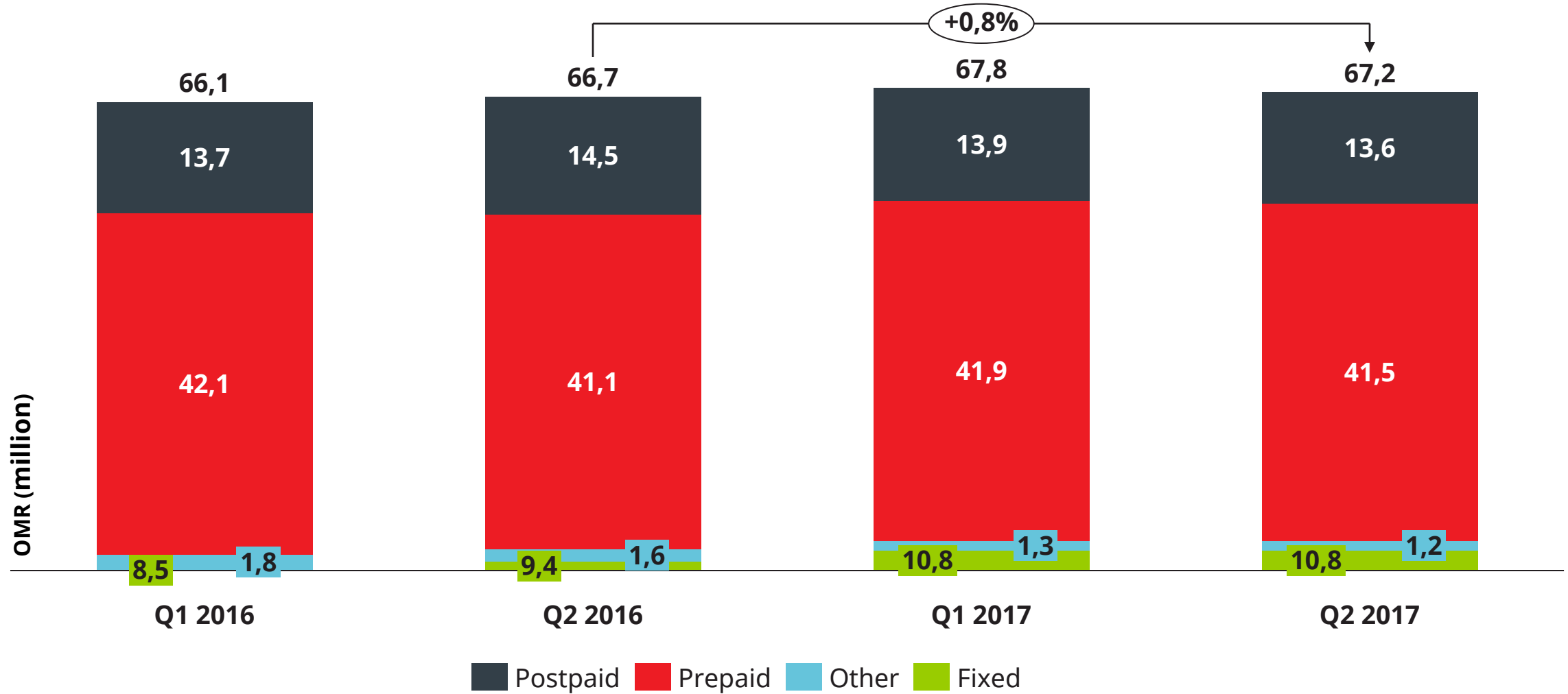


Top 20
performing
companies by the
Oman Economic
Review

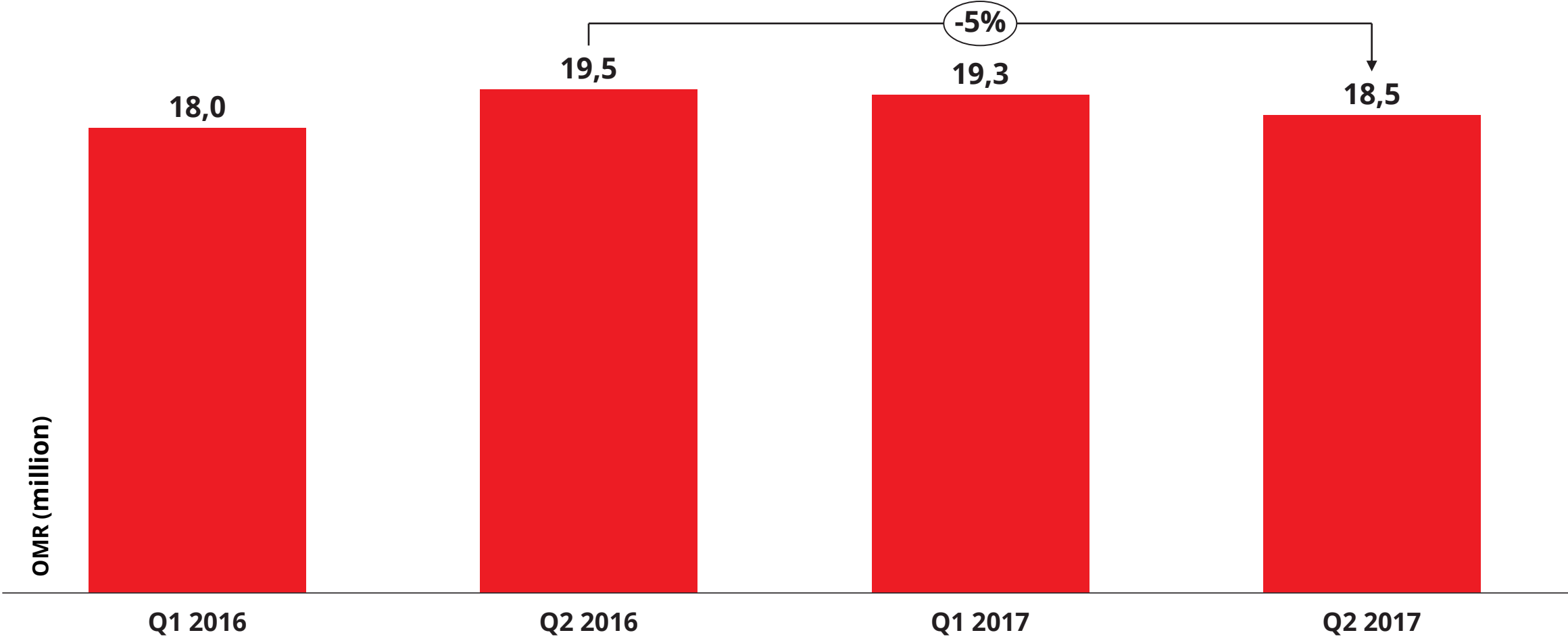


Most Customer
Friendly Telecom
Provider 2017 by
International Finance
Magazine (IFM)

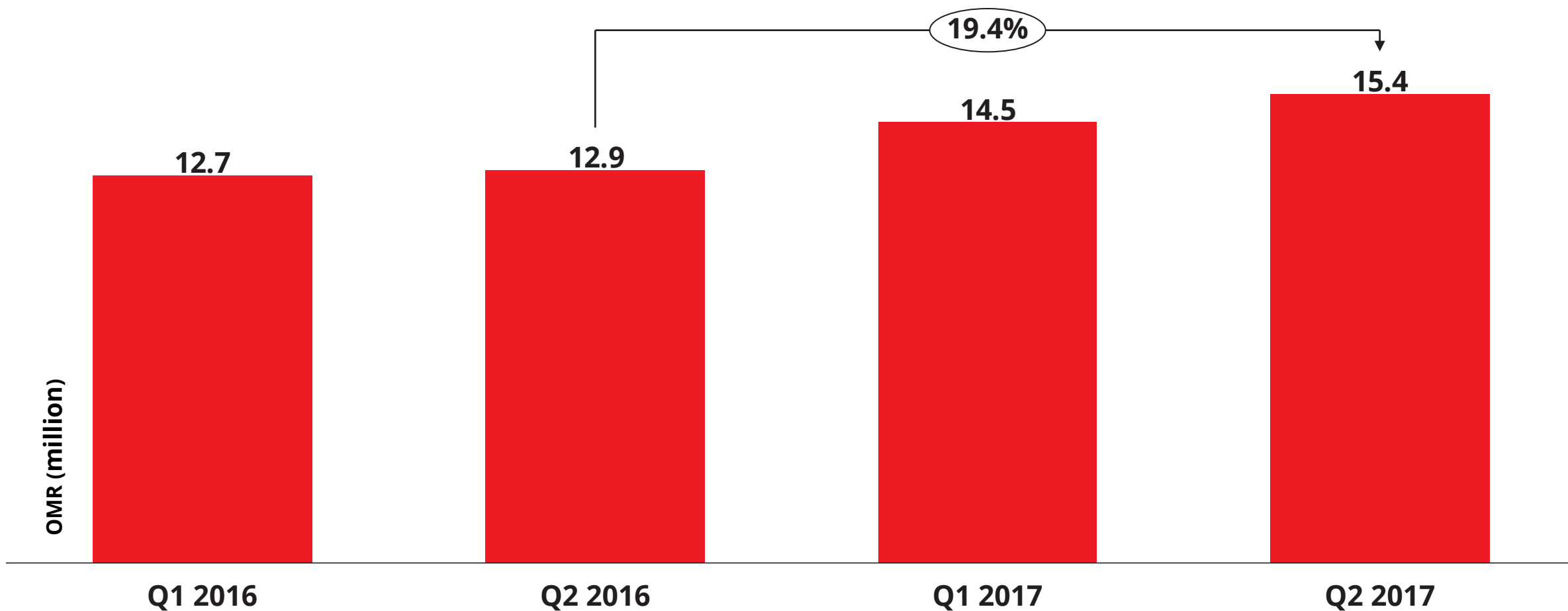
Revenue – Driven by Mobile and Fixed Data



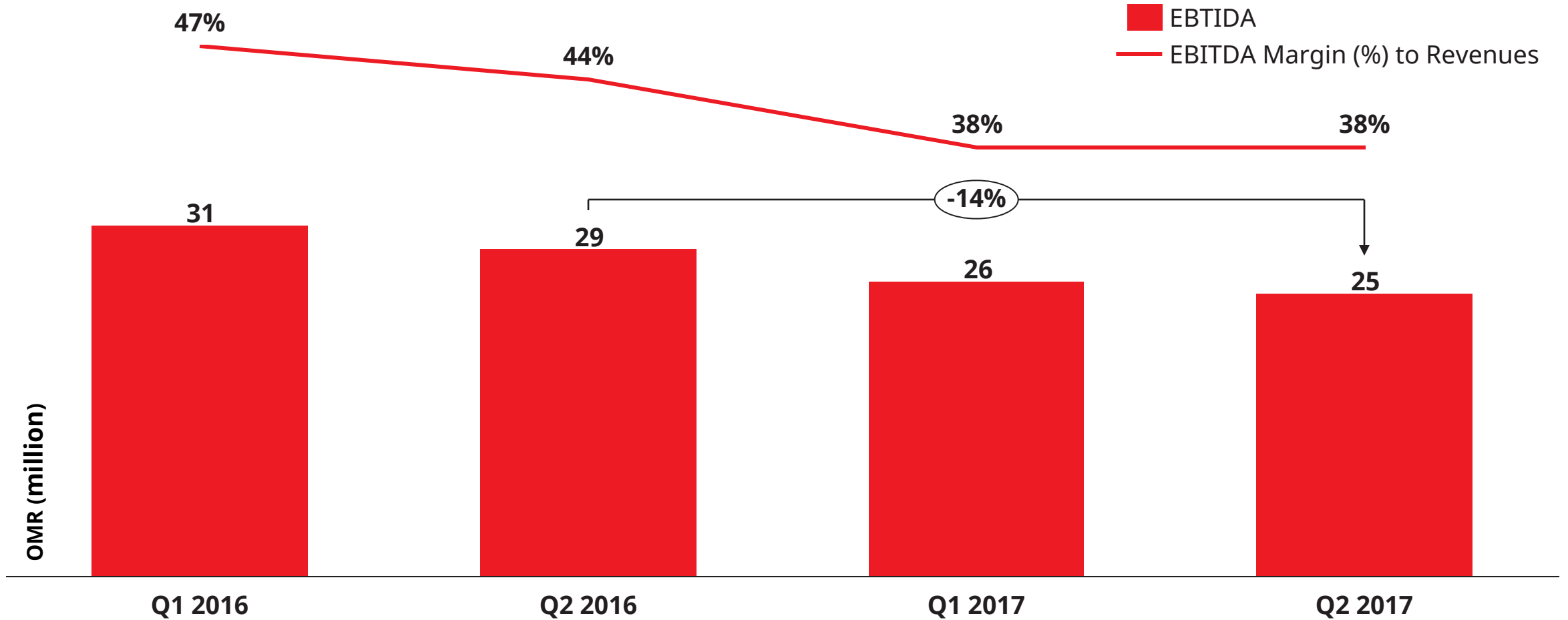
Operating Expenses – saving achieved through interconnection costs



Selling General and Administrative Expenses (SG&A) Impacted by Other Expenses & provisions for receivables

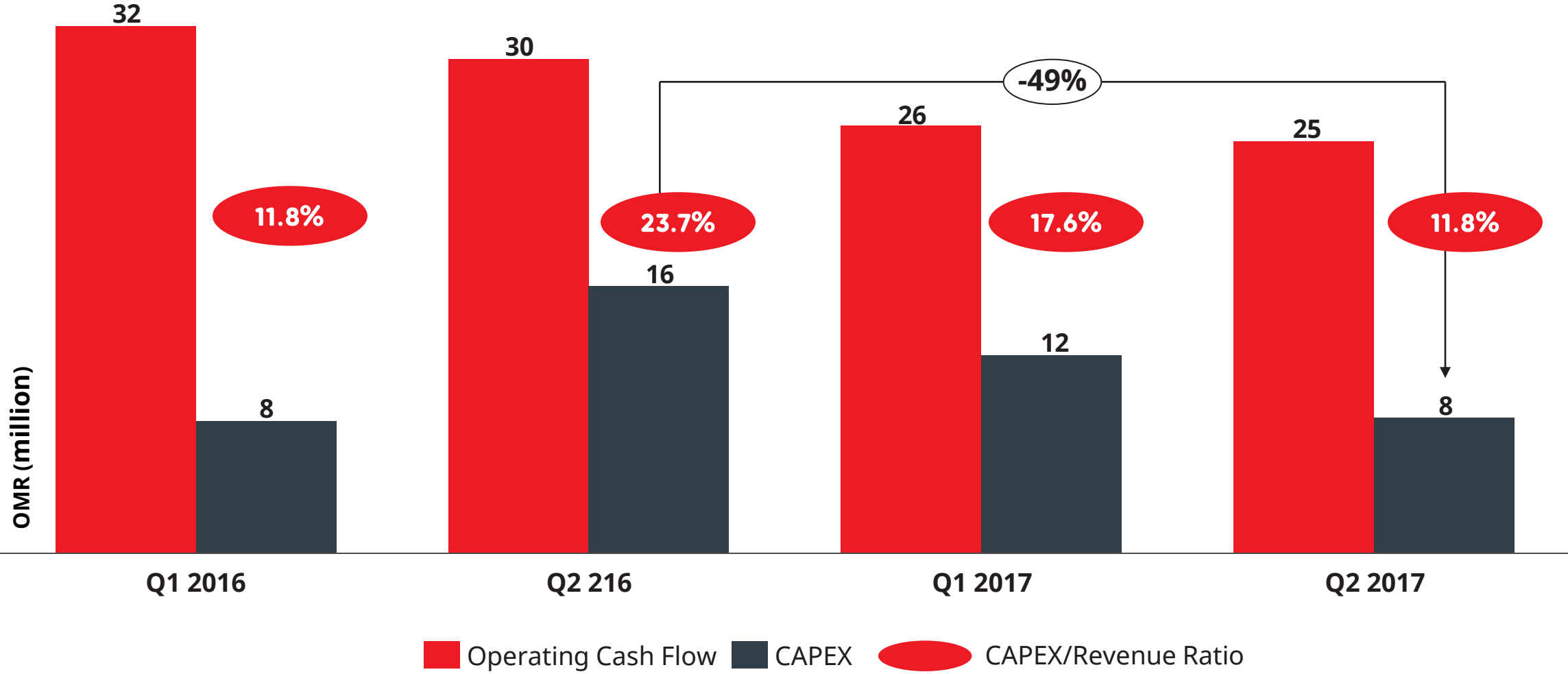


Adjusted EBTIDA* - Impacted by increase in Royalties from 7% to 12% & Other Expenses

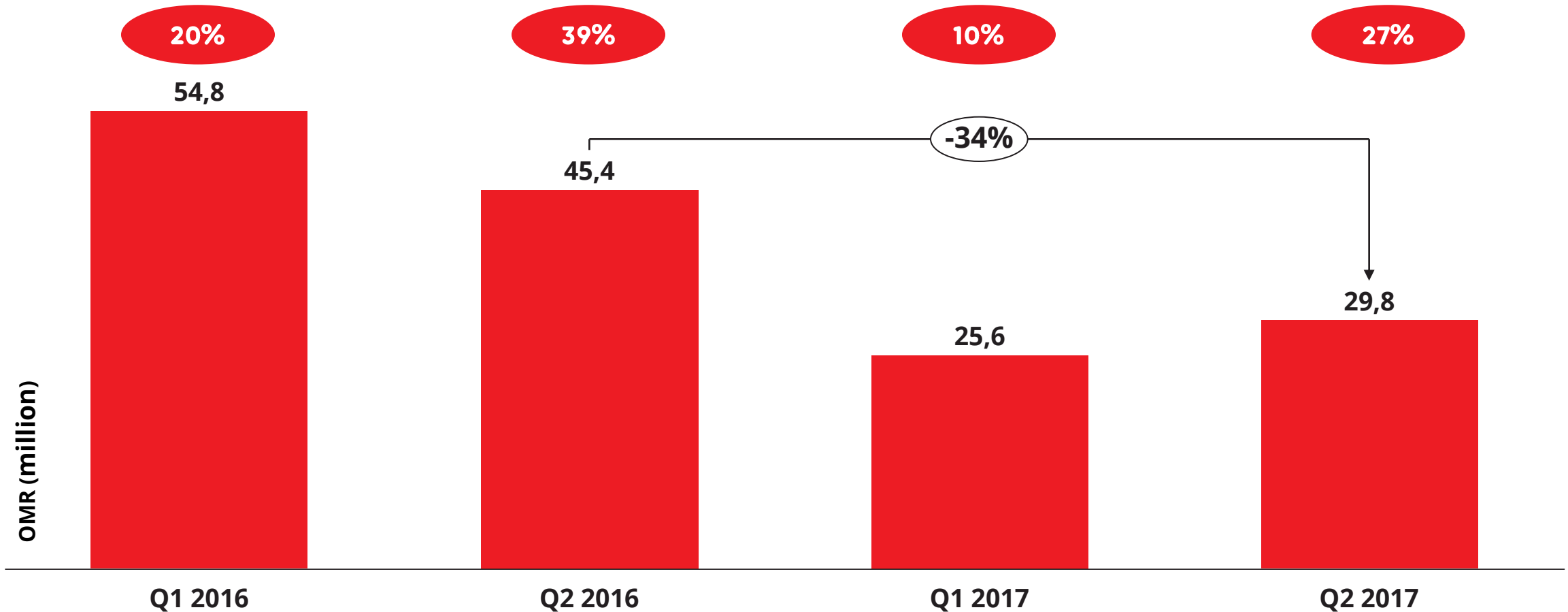


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Healthy operating cash flow before working capital



Net Debt/Adj. EBITDA – Improvement in leverage



Note: Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty

Summary

■ Market

- 9.3% growth in total number of customers.
- Revenue growth from quarter to quarter by 1.7%
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Net profit decline by 44.6% due to increase in royalty, other expenses fees and corporate tax

■ Commercial and operational

- Data represents 55% of overall revenues (5% growth from 50% in Q2 2016)
- Our priority and focus continues to be data experience leadership through our, cutting edge products and services, innovative pricing, network investment and enhancement of all digital customer experience channels for both individuals and businesses across the Sultanate.
- Our increase in customer base also reflects our award-winning customer experience which we continue to innovate and build upon, across all of our touch-points

Presented by:

Ian Charles Dench - CEO
Ian.dench@Ooredoo.om

Abdul Razzaq Al-Balushi -CFO
AbdulRazzaq.Al-Balushi@ooredoo.om

Khorshed Mohammed Ashraf -Director Strategic Finance
Khorshed.ashraf@Ooredoo.om

Ahmed Mohamed Ali Al-Khuzairi-Manager Investor Relations
Ahmed.Al-Khuzairi@ooredoo.om

P.O. Box 874, PC 111
Central Post Office,
Sultanate of Oman
T -+968 2200 2200
F -+968 2200 2299
Ooredoo.om



Thank You