

Ooredoo Oman Performance Q3 2021

Investor Presentation

Conference Call
30th November 2021

Disclaimer

This presentation has been prepared by Omani Qatari Telecommunications Company SAOG (the “Company” or “Ooredoo”) solely for use with professional or institutional investors.

This Presentation is strictly confidential and is furnished to you solely for your information. It should not be treated as giving investment advice and may not be copied, reproduced, distributed or otherwise made available (in whole or in part) to any other person (including any member of the press).

This Presentation does not constitute or form part of an offer or invitation to sell or issue securities of the Company (“Securities”) or any other securities, or the solicitation of an offer to purchase or subscribe for Securities, or an offer to underwrite or otherwise acquire Securities or any other securities.

Neither the Presentation nor any part of it may be relied on in connection with any contract, commitment or investment decision in relation to the Securities.

The information included in this Presentation is given as of the date hereof and is subject to change without notice.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this Presentation.

None of the Company, its advisors or any of their respective representatives or affiliates undertakes to update, complete, revise or amend the information contained in this Presentation subsequent to the date hereof.

No specific investment objectives, financial situation or particular needs of any recipient have been taken into consideration in connection with the preparation of this Presentation.

Furthermore, none of the Company, its advisors or any of their respective representatives or affiliates shall have any liability whatsoever (in negligence or otherwise) for any loss, whether direct or indirect, howsoever arising from any use of this Presentation or its contents or otherwise arising in connection with this Presentation.

Forward-looking statements involve all matters that are not historical fact and generally can be identified by words or phrases such as “aim”, “anticipate”, “believe”, “expect”, “estimate”, “goal”, “intend”, “objective”, “plan”, “predict”, “project”, “shall”, “will”, “will continue”, “will pursue” or other words or phrases of similar import.

Similarly, statements that describe Ooredoo’ strategies, objectives, plans or goals are also forward-looking statements. Such statements are made on the basis of assumptions and expectations that the Company currently believes are reasonable, but could in the future prove to be wrong.

All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual outcomes to differ materially from those contemplated by the relevant forward-looking statement.

Important factors that could cause actual results to differ materially from Ooredoo’ assumptions and expectations include, among others: the inability to estimate future performance; technological changes; regulatory changes in the telecommunications sector; the monetary and interest policies of the Sultanate of Oman, local and international inflation and local and international interest rates; the ability to obtain adequate capital; general economic and business conditions in the Sultanate of Oman which have an impact on Ooredoo’ business activities; and increasing competition.

In member states of the European Economic Area (“EEA Member State”), this Presentation is directed at persons who are “qualified investors” within the meaning of Article 2(1)(e) of the Prospectus Directive (2003/71/EC) (together with any applicable implementing measures in any EEA Member State, the “Prospectus Directive”). In addition, this Presentation is directed at (i) persons outside the United Kingdom, (ii) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Order”), (iii) high net-worth entities, and other persons falling within Article 49(2)(a) to (d) of the Order to whom they may lawfully be communicated (such persons together with qualified investors, “relevant persons”).

Contents

1 Performance

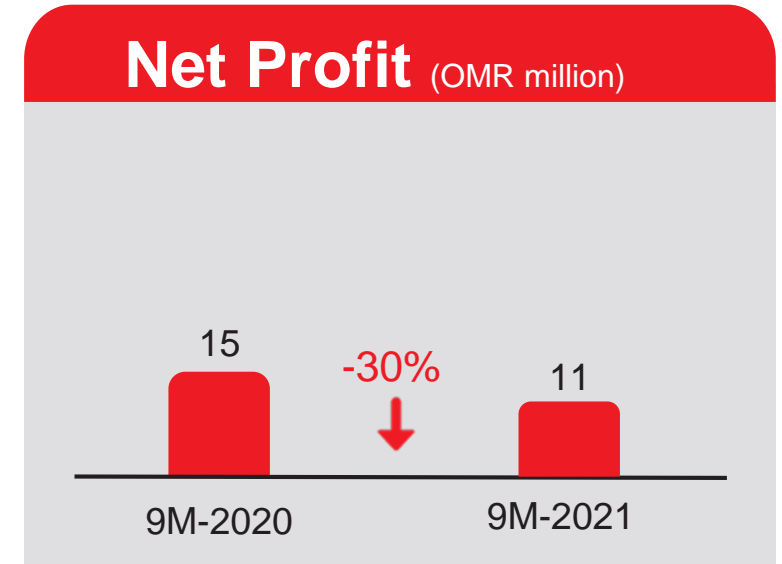
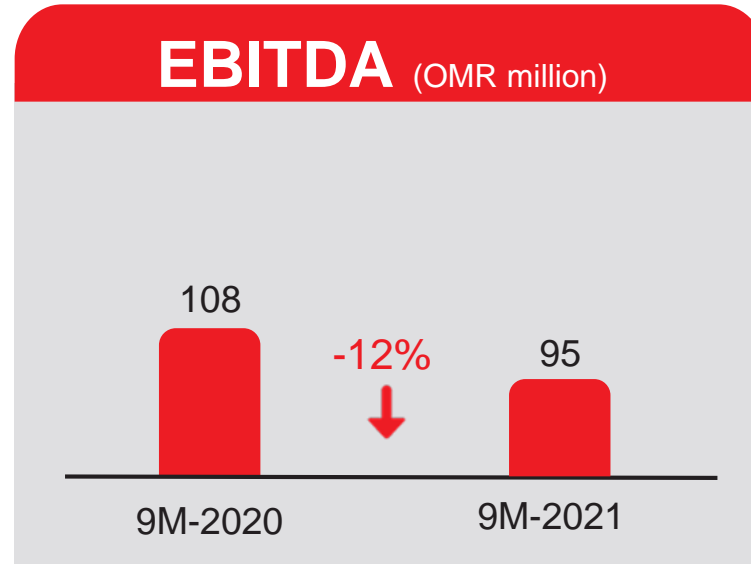
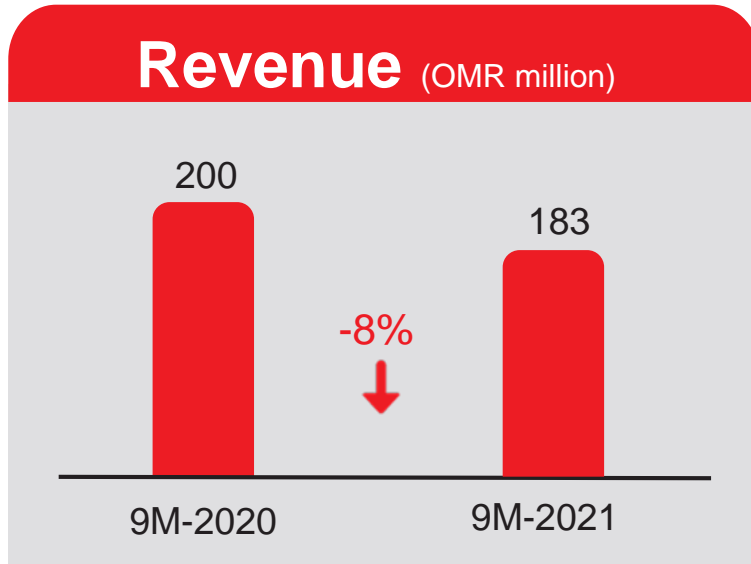
2 Achievements &
Awards

3 Financials

4 Summary

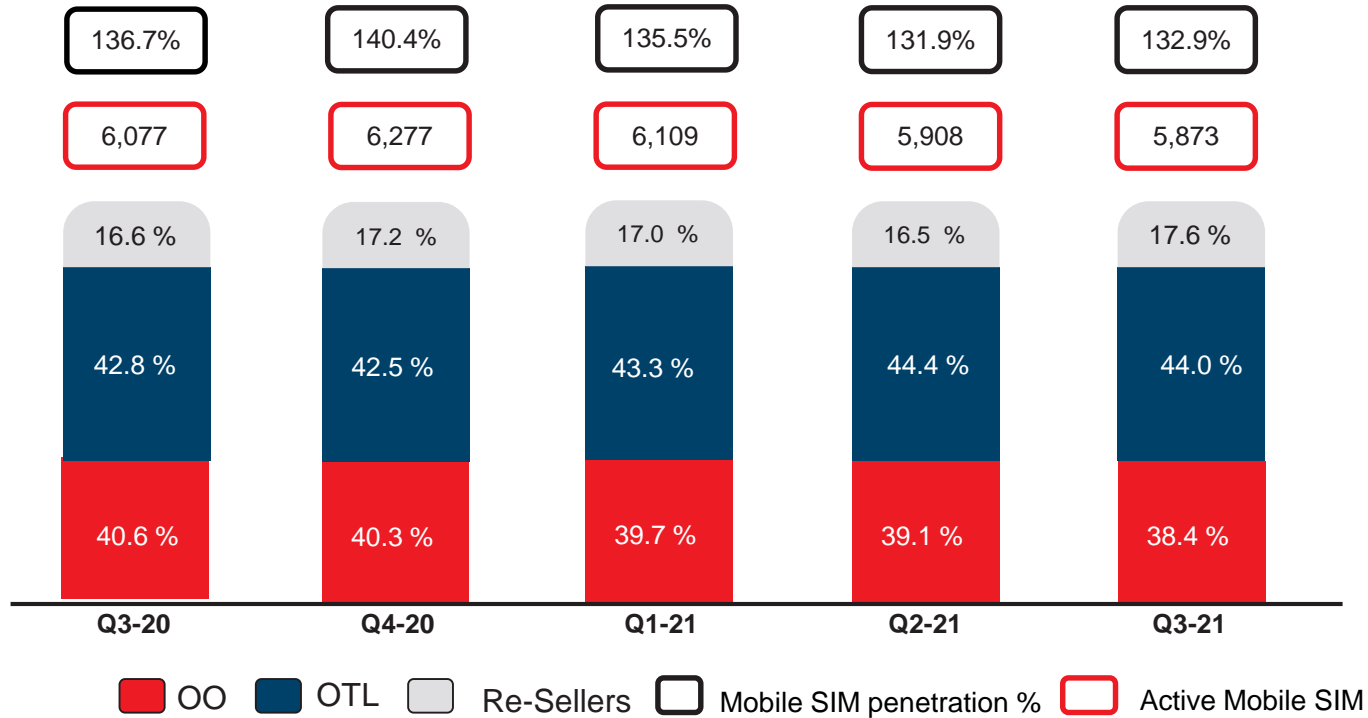


9M 2021- Revenue , EBITDA, and Net Profit (NP)

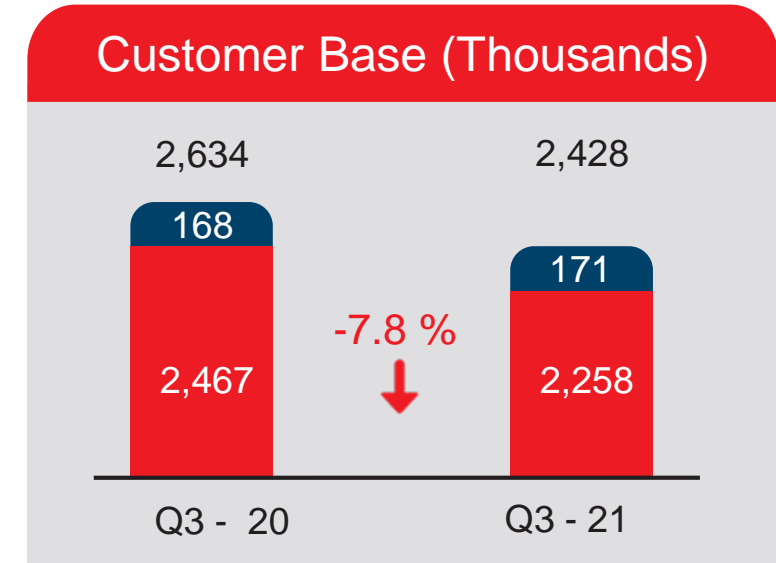


- Revenue was impacted by lower mobile prepaid revenue. However, postpaid revenue grew by 22%.
- Revenue drop had impacted EBITDA and Net Profit.
- OO will continue to focus on optimization and efficiency to improve profitability

Market Share



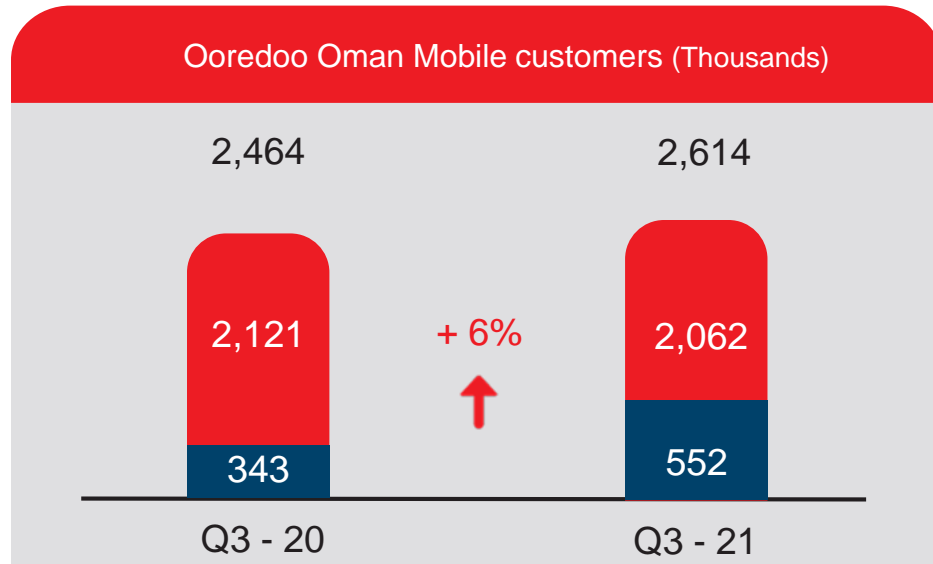
Oman Mobile Market Share – Customers



Ooredoo Oman Total Customers

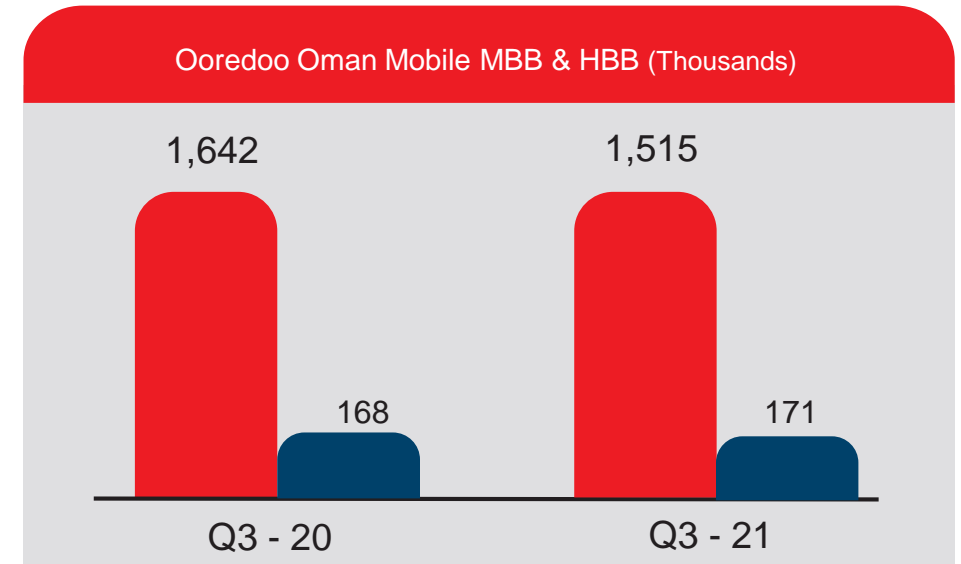
- Market Share was impacted by intensifying competition in prepaid.

Customer Base



Prepaid

Postpaid



MBB

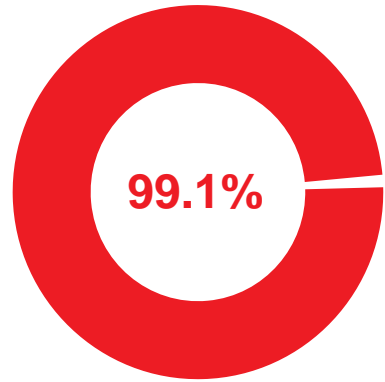
HBB

-8%

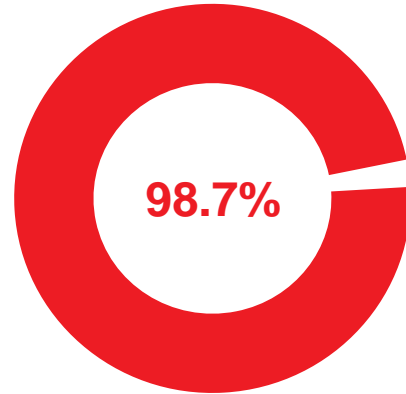
+2%

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

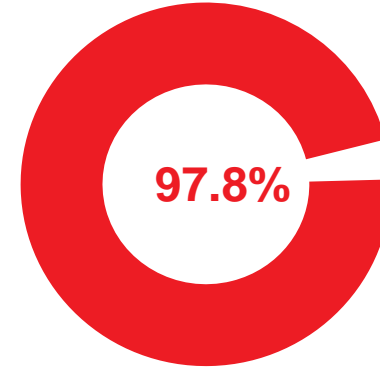
5G & Digitalization- Mobile



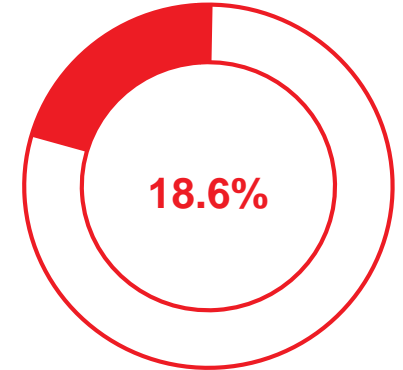
2G Population



3G Population



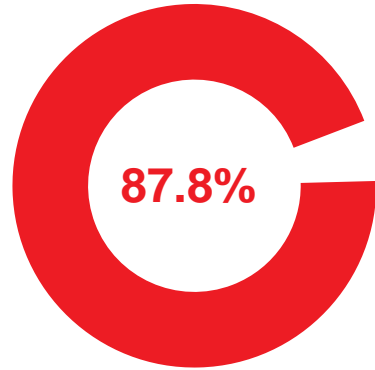
4G LTE Population



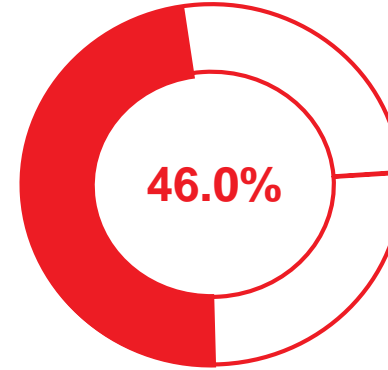
5G - MBB

- **5G MBB services launched successfully on April 2021.**
- **5G Population coverage is around 18.55%.**
- **By Q3-2021, 583 sites were On-Aired. Within Q3-2021, total 71 sites were ON-Aired.**
- **Huawei, Samsung and iPhone 5G Certification are also done.**
- **MBB 4G LTE sites with different carriers configuration were on-air on 135 sites by Q3 2021.**
- **LTE population coverage has increased to 97.80%.**

5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- Ooredoo Continues to boost the capacity to improve customer experience by introducing 5G.
- 5G service is launched for fixed wireless access with up to 1 Gbps speed.
- Ooredoo continues to work with Oman Broadband to expand FTTH service in the Sultanate.

Contents

1 Performance

2 Achievements & Awards

3 Financials

4 Summary



Achievements

- Ooredoo's Digital Tutorial App reaches 48 Million views.
- Data2cloud (D2C), an Ooredoo subsidiary, offers its state-of-the-art Disaster Recovery (DR) Management platform.
- Ooredoo Experience 5G on Apple, Samsung and Huawei Mobiles.
- Ooredoo Oman partners with Ericsson to boost its customers amazing digital experience with their state-of-the-art Charging System.
- Ooredoo launched the new 'Hala' Prepaid Plans with more choice and more value than ever before.
- Ooredoo renewed contract with Huawei, marking the next phase of automated and intelligent operations.

Awards



Contents

1 Performance

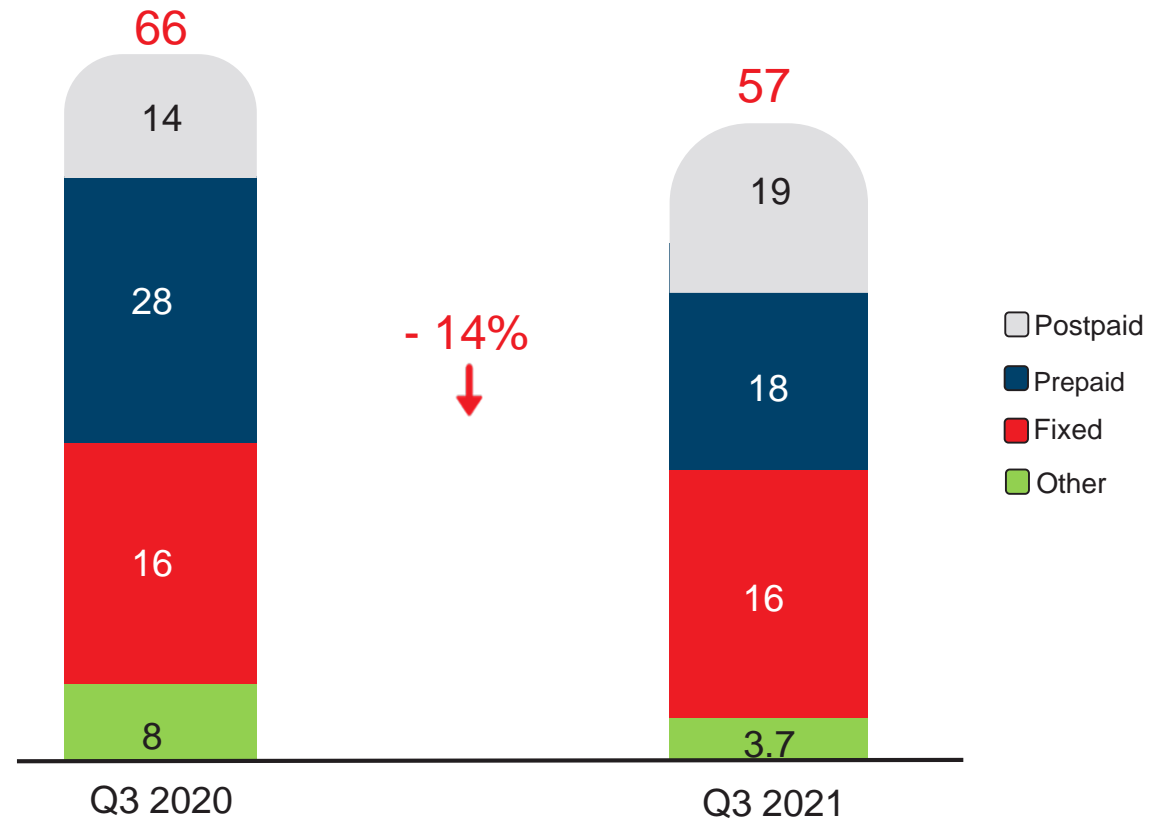
2 Achievements &
Awards

3 Financials

4 Summary

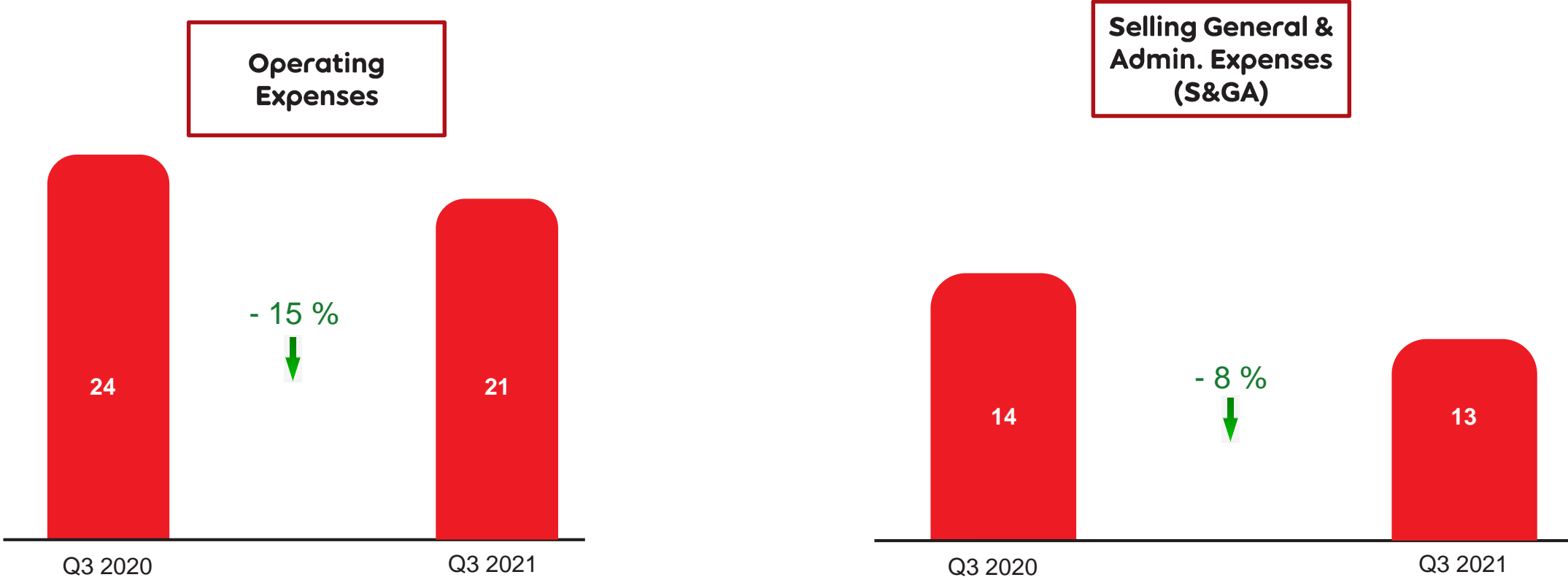


Revenue (OMR million)



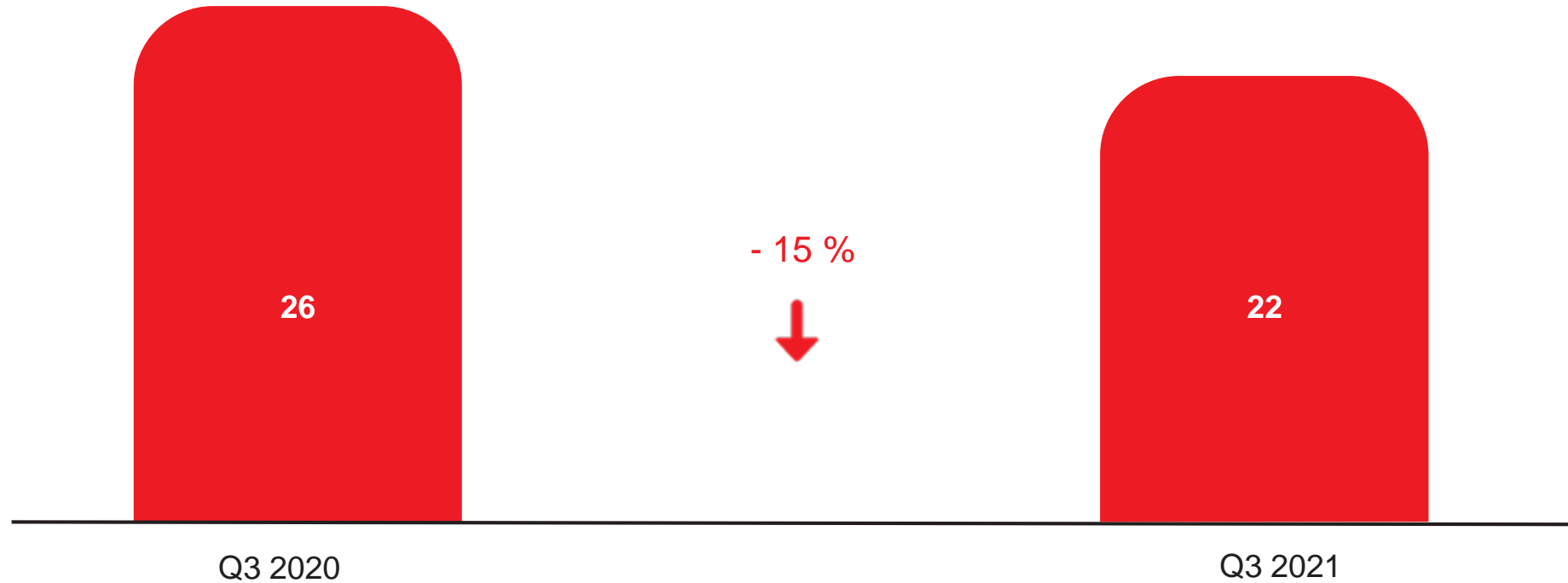
- Postpaid revenue has grown by more than 16% in Q3 2021 compared with Q3 2020 (OMR 2.7m)
- This growth is driven by growth of customer base and migration of prepaid customers to postpaid

Operating Expenses and Selling General & Admin Expenses (OMR million)



- Implemented number of optimization initiatives that drove the reduction of expense.
- Strategy is to continue focusing on optimization of the operation to enhance efficiency

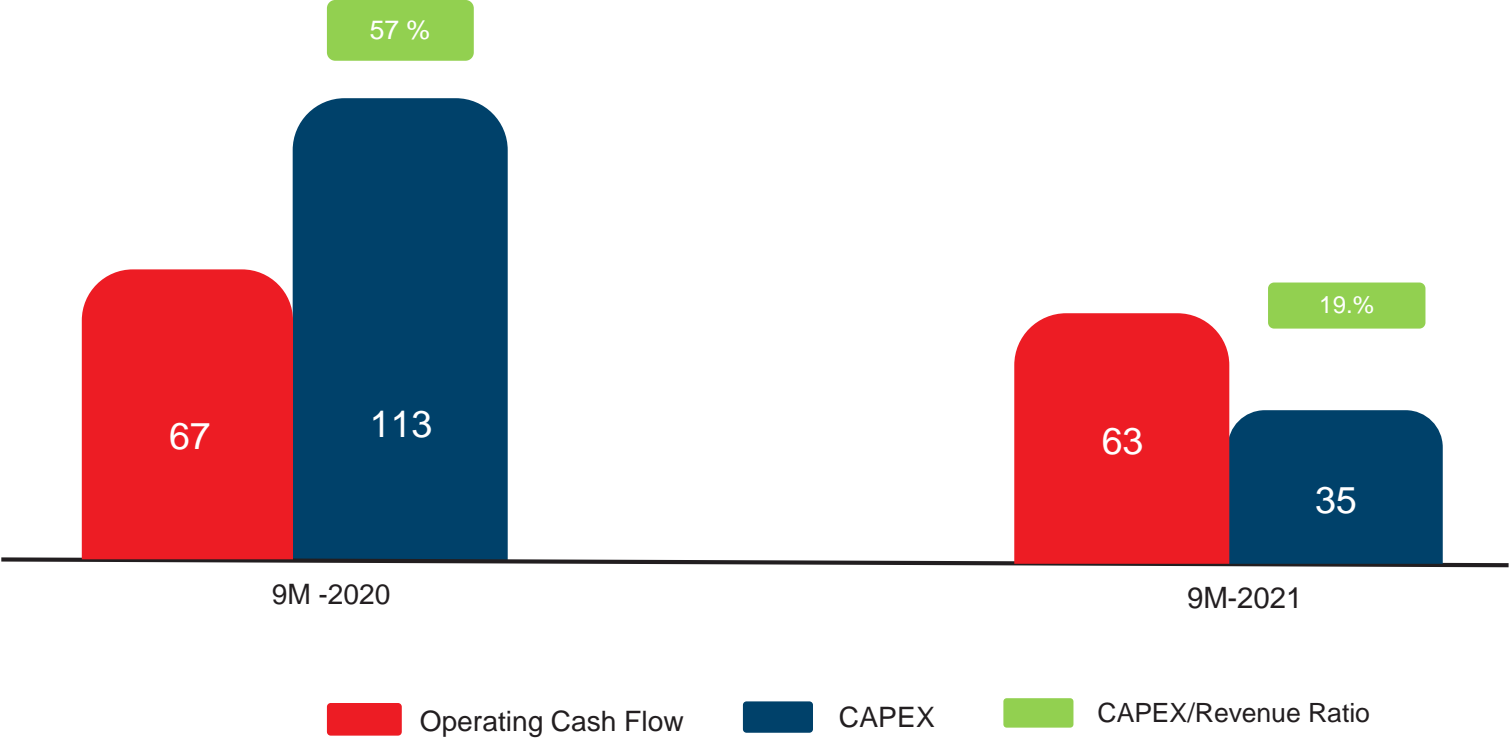
Adjusted EBITDA* (OMR million)



- EBITDA is impacted by lower revenue, partially offset by optimization of expenditure.

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

Operating cash flow & CAPEX



- **2021 CAPEX includes OMR 75m for mobile license renewal**
- **Continues to invest in network expansion and 5G roll-out**

Net Debt (OMR million)



- As at the end of September 2021, OO had an unutilized funds of OMR 47.65 m
- Continues to maintain low gearing and healthy statement of financial position (balance sheet).

Contents

1 Performance

2 Achievements & Awards

3 Financials

4 Summary



Summary

➤ Market

- ❖ Revenue for the first nine months of 2021 decreased by -8.2% to OMR 183.2 million compared with OMR 199.6 million in 2020. The decrease was due to lower mobile revenue.
- ❖ Net profit for the first nine months of 2021 is OMR 10.5 million compared with OMR 15.0 million in the same period of 2020. The decrease in net profit is due to lower EBITDA, partially offset by lower depreciation and amortization.

➤ Commercial and operational

- ❖ Data represents 72% of overall revenues
- ❖ We continue to focus on our digital services, Shahry postpaid, Shababiah prepaid and home broadband services to keep customers connected.
- ❖ Our digital customer care, multi award-winning application and enhanced eShop give customers access to everything they need to work, study or conduct business, wherever they are in Oman.”
- ❖ Our 5G roll-out continues at a pace, and with some fantastic offers and promotions, such as our 5G Super Data, and we’re seeing great take-up as we expand into more areas

Presented by:

Noor Al Sulaiti - CEO

Abdul Razzaq Al-Balushi –CFO

**Nasser Al-Yaarubi - Department Head - Business Control,
Planning & Reporting**

**Ahmed Mohamed Ali Al-Khuzairi - Head of Treasury, Investor
Relation & Insurance**

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