

# Ooredoo Oman Performance – Q4 2021 (Full Year)

**Investor Presentation**

21<sup>st</sup> February 2022  
Conference Call



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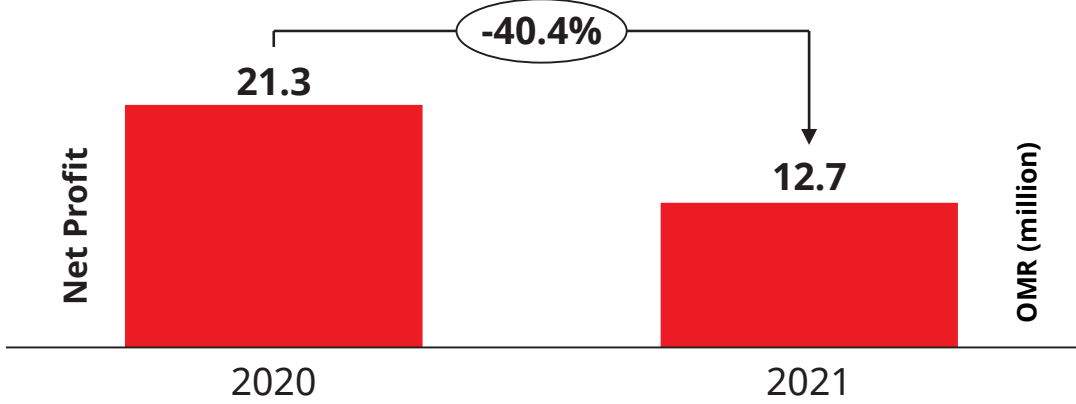
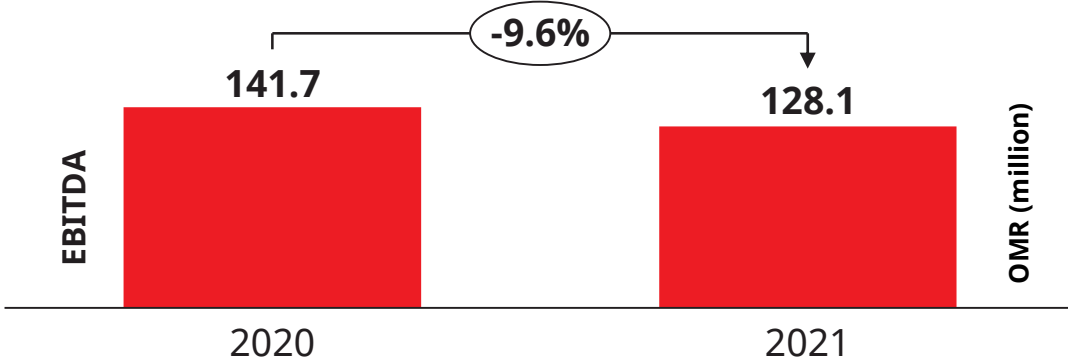
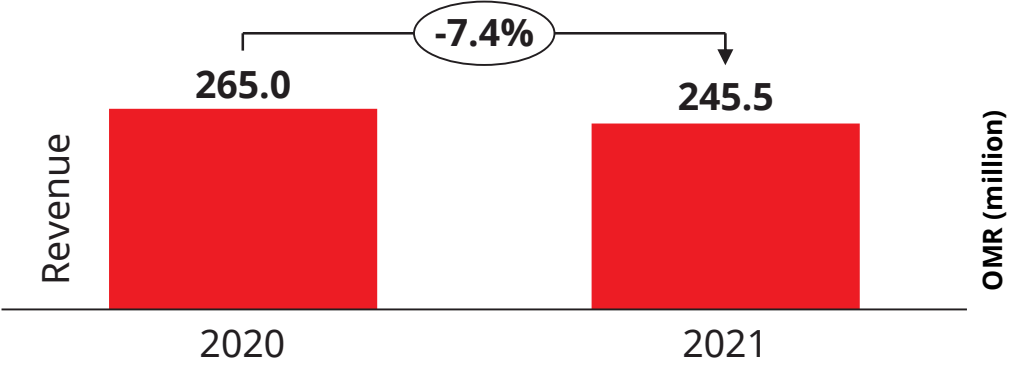
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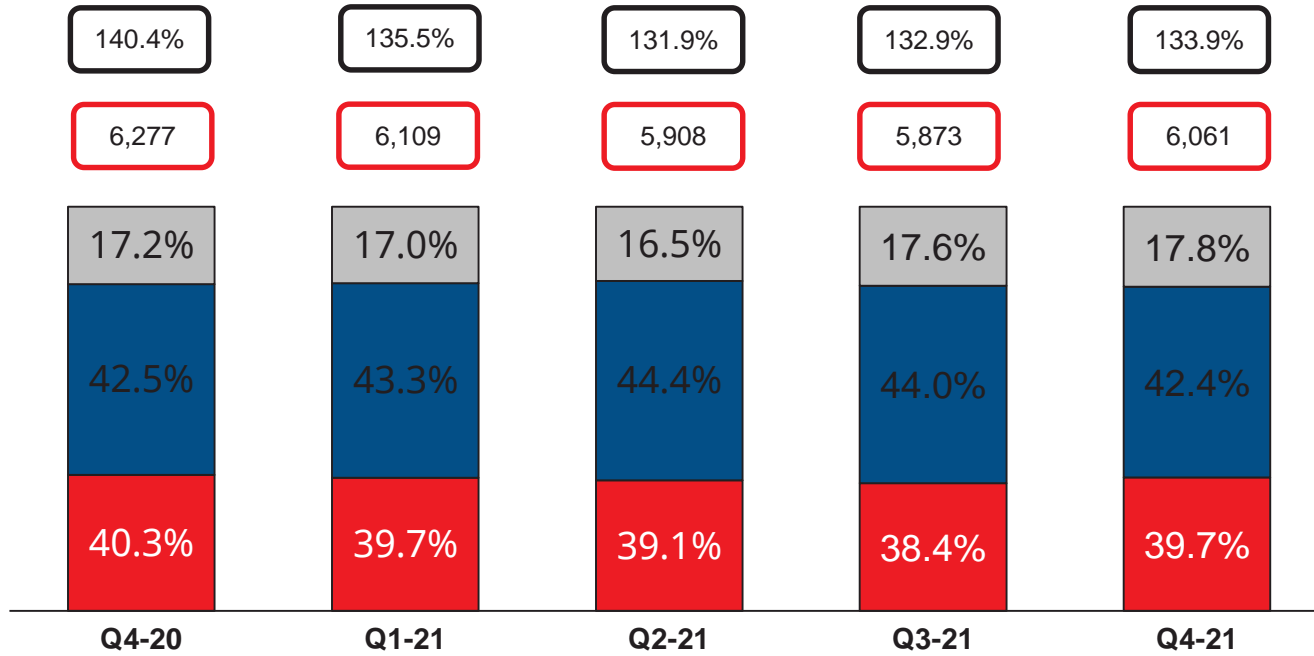
**Summary and Eye  
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# 2021- Revenue , EBTIDA, and Net Profit (NP)



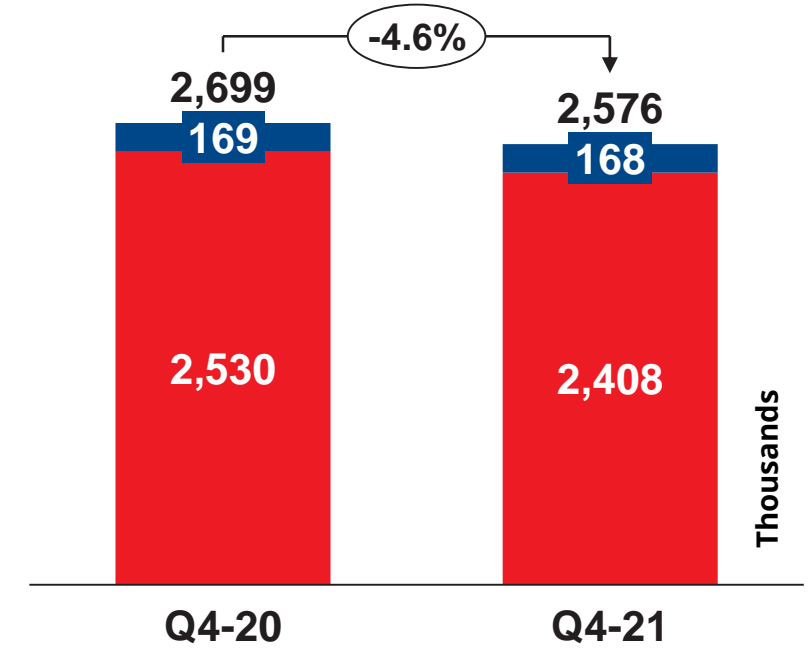
# Market Share



OO OTL Re-Sellers

Mobile SIM penetration % Active Mobile SIM

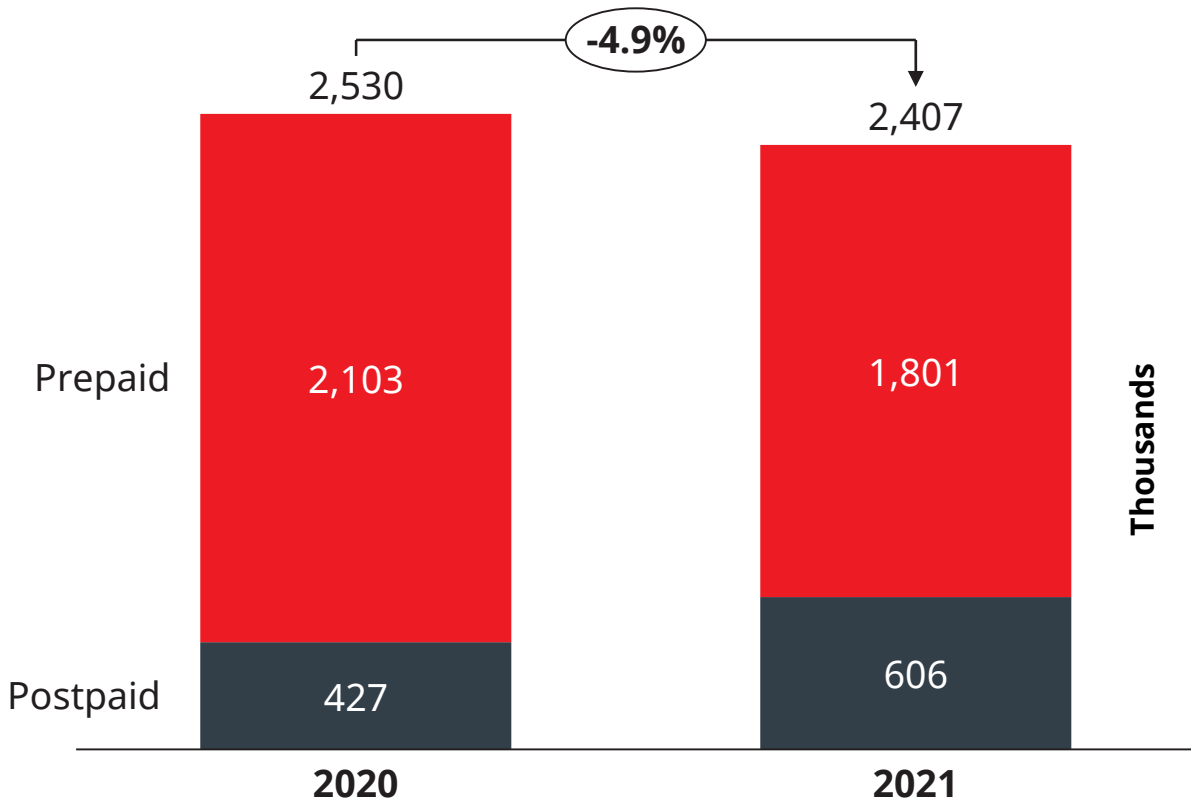
Oman Mobile Market Share – Customers



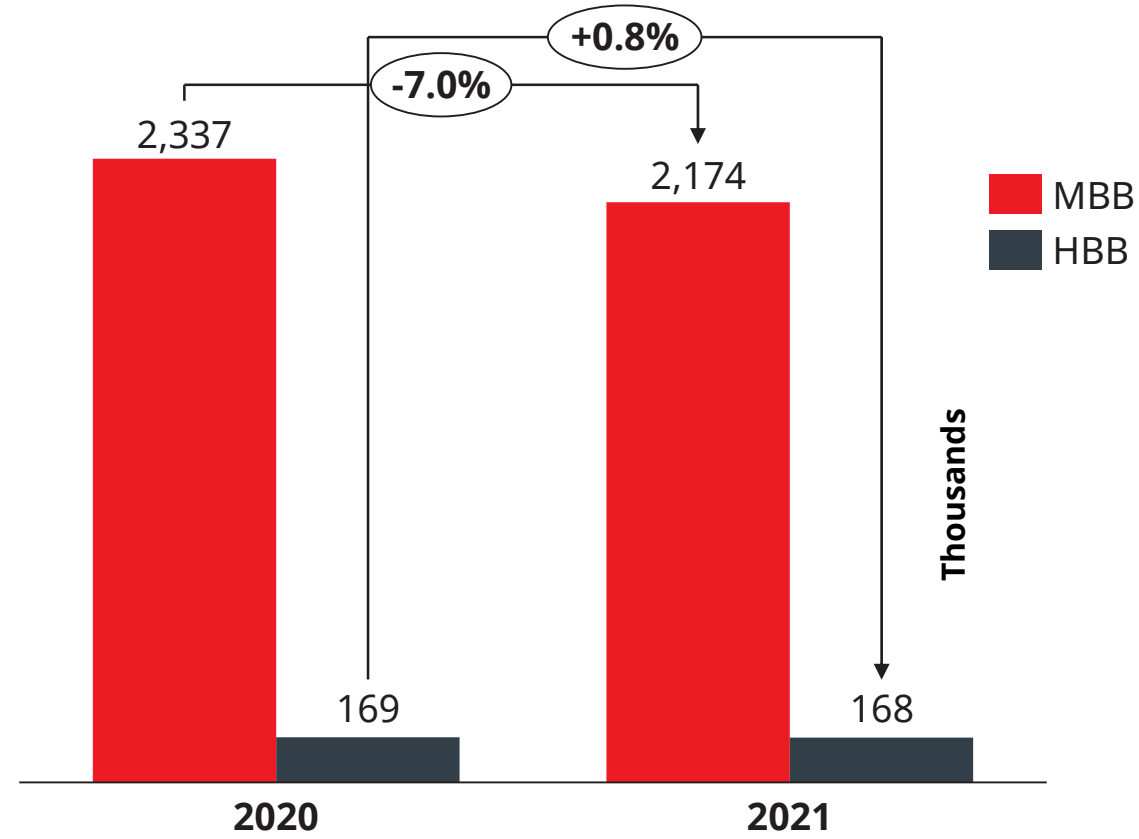
OO - Mobile OO - Fixed

Ooredoo Oman Total – Customers

# Market Share

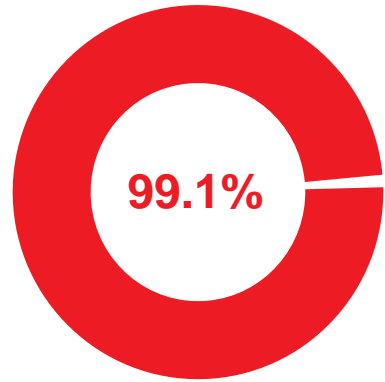


Ooredoo Oman Mobile Market Share - Customers

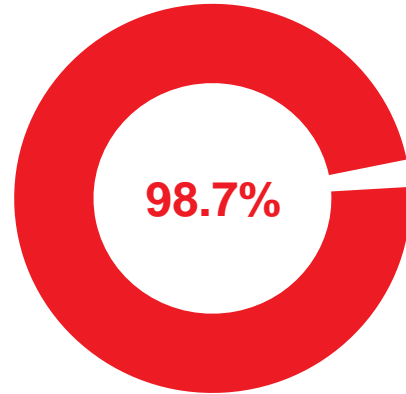


Ooredoo Oman MBB and HBB customers

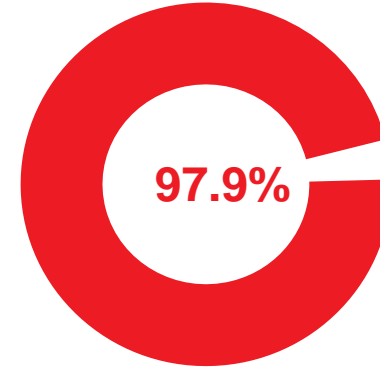
## 5G & Digitalization- Mobile



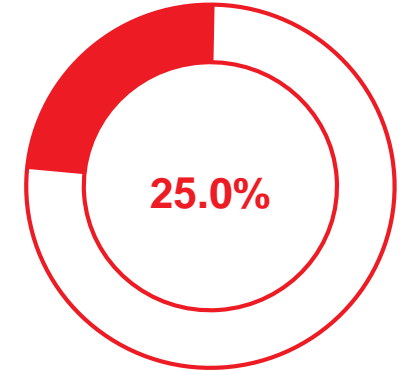
2G Population



3G Population



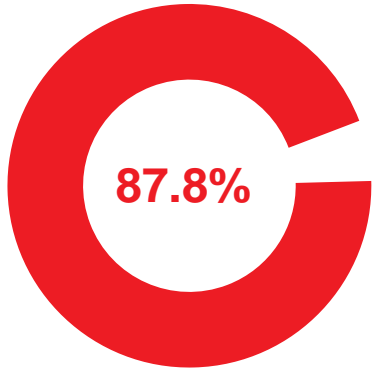
4G LTE Population



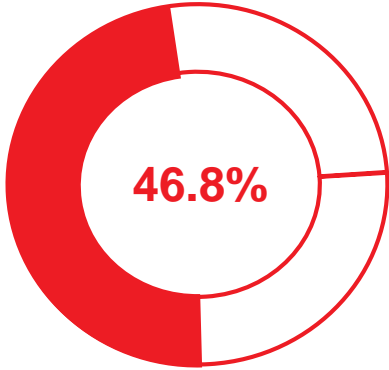
5G - MBB

- 5G Population mobile coverage is around 25.0%.
- By Q4-2021, 659 sites were On-Aired.
- Huawei, Samsung and Apple 5G Certification are also done.
- 84 MBB 4G LTE sites were on-air on by Q4 2021.
- LTE population coverage has increased to 97.9%.

# 5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO 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.
- 5G sites by end of Q4-2021 is of 659 sites.
- OO continues to work with OBB to expand FTTH service in the Sultanate.



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# Awards



**Best Telecommunications Company Oman 2021**



**Ranked in the top global 100 companies**



**Ooredoo - Most Outstanding Telecommunications Company of the Year - Oman**



**Most Socially Responsible Telecoms Company 2021**

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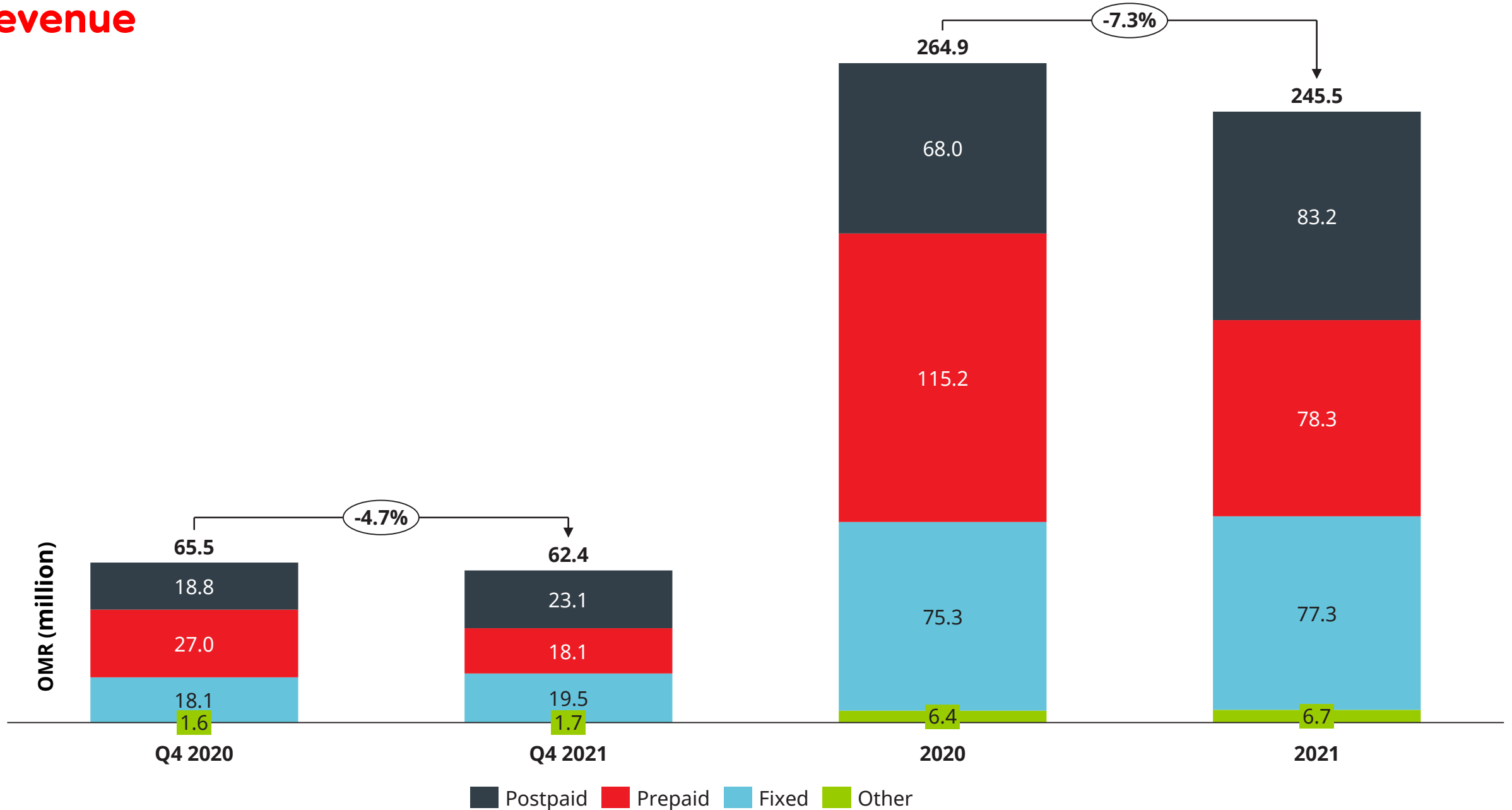
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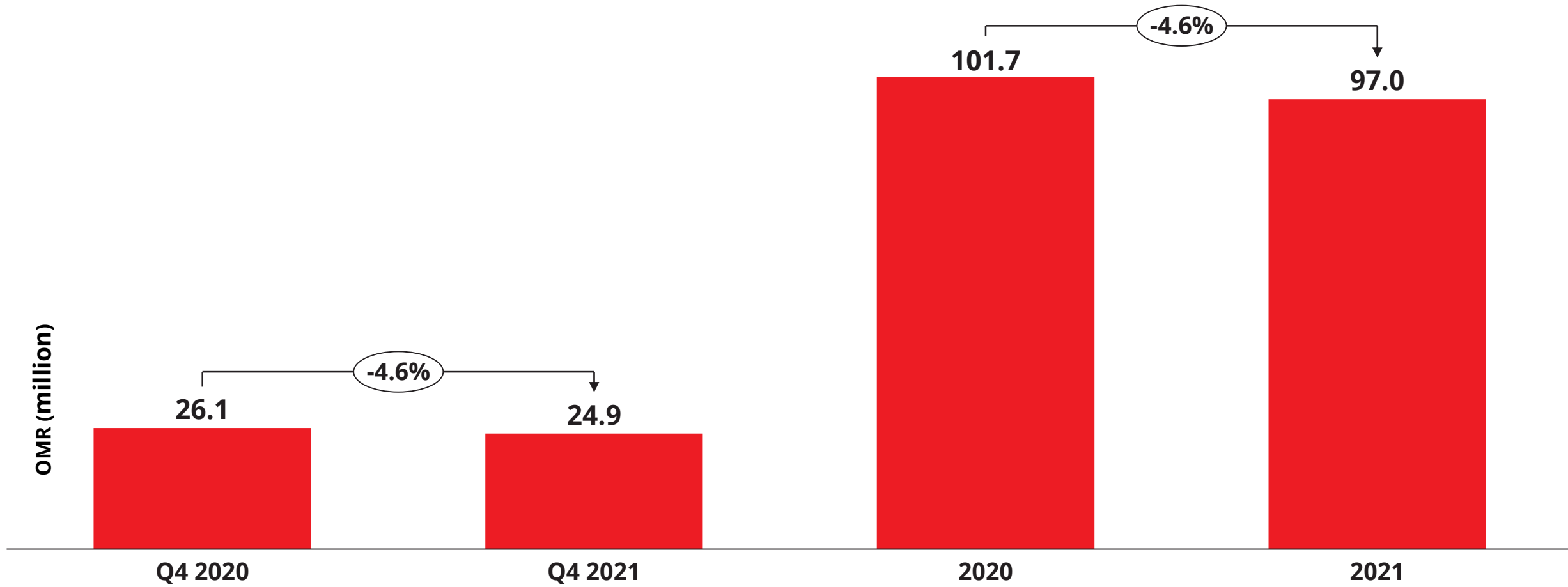
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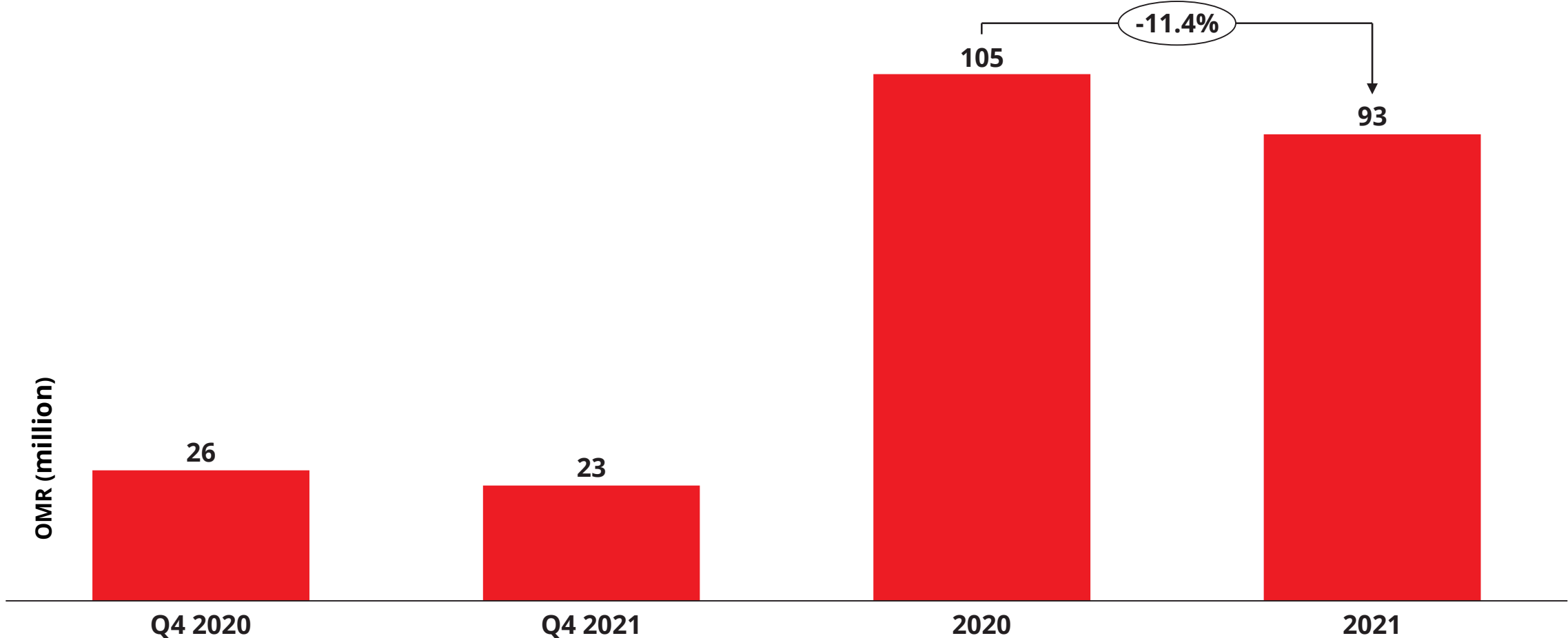
# Revenue



# Operating Expenses

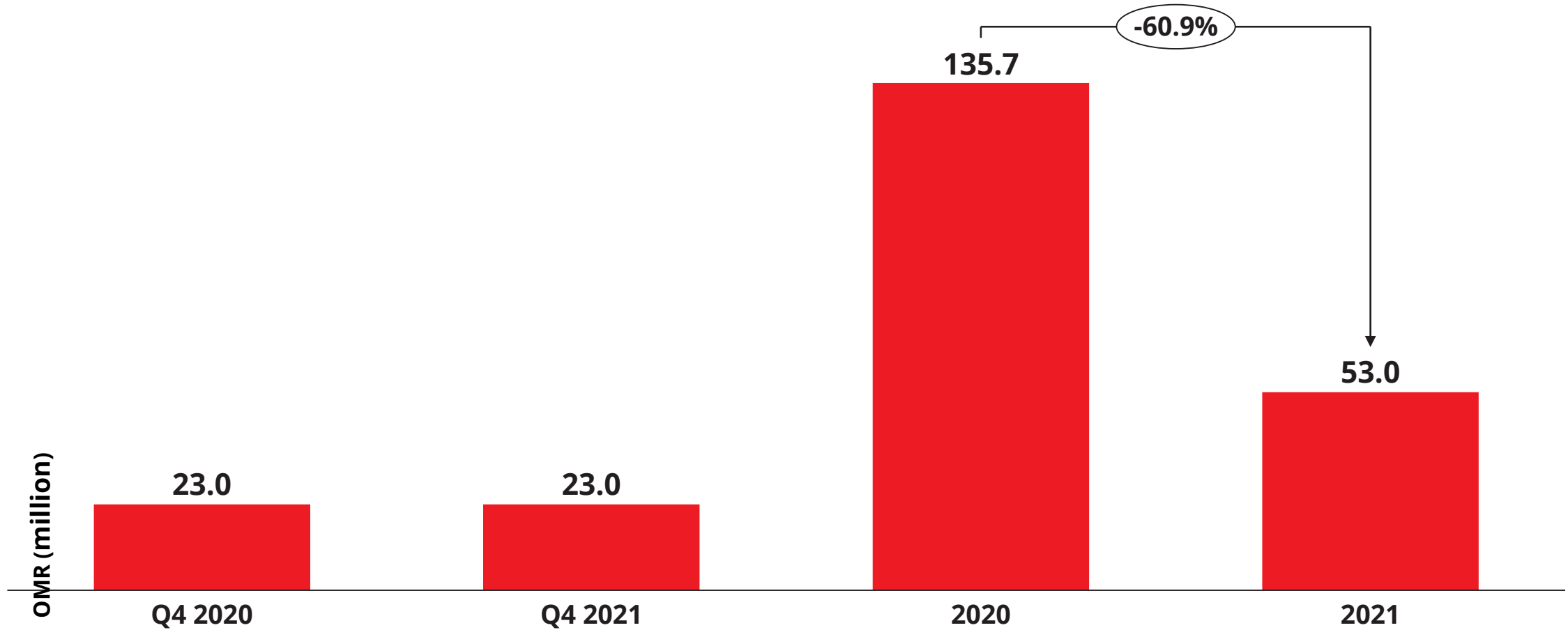


# Adjusted EBITDA\*



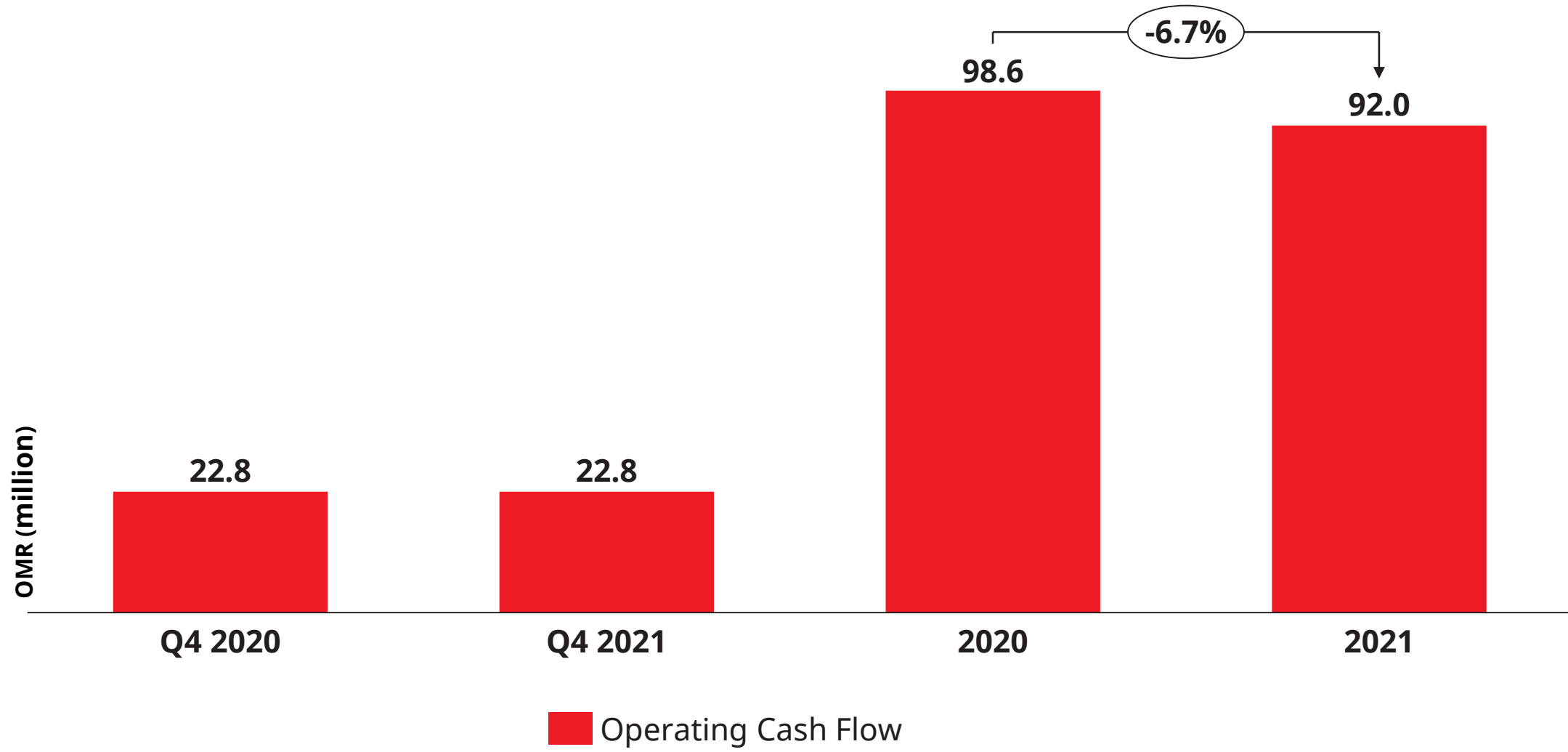
\*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

# CAPEX



2020 CAPEX includes renewal of mobile license of OMR 75 million

# Operating cash flow





# Net Debt/Annualized Adj. EBITDA



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

- As on December 2021 we have unutilized funds of OMR 67.69 m

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# Summary

## ■ Market

- Post-paid revenue continues to grow driven by attractive offers, as well as continuous migration of customers from prepaid to postpaid.
- Ooredoo Oman revenue is impacted by increasing competition in prepaid and challenging economic environment.

## ■ Commercial and operational

- Data represents 72% of overall revenues
- Ooredoo on the Wholesale front, have has successfully signed a three-year national roaming deal with third mobile entrant "Vodafone Oman".
- Launch of International money transfer service via our mobile money platform (Pay+).
- Continue to invest heavily in our fixed and mobile network, while propelling Oman's standing as a digitally-advanced and diversified economy

## Eye on 2022

- Looking forward to the new year, our focus is on the future market, which is becoming more competitive.
- Focus on innovation and collaboration
- Focus on potential opportunities and continue to offer innovative, value-added digital products and services, supported by a great network and a unique customer experience.
- As the country embarks on a new phase of growth, we are leveraging the power of communications to stimulate economic and social development, while boldly positioning ourselves to thrive in the future.

## Presented by:

Noor Al Sulaiti – CEO

Abdul Razzaq Al-Balushi –CFO

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

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# Thank You