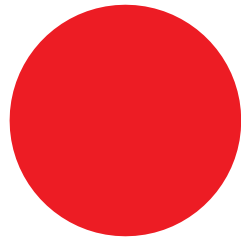


# Ooredoo Oman Performance – Q1-2025



**Investor Call Presentation**

14<sup>th</sup> May 2025



Classification: **Public**

**ooredoo**



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# Presenters



**Saoud Al Riyami**  
Acting Chief Executive Officer



**Nasser Al Yarubi**  
Chief Financial Officer

# Content



01 **Performance**

02 **Awards**

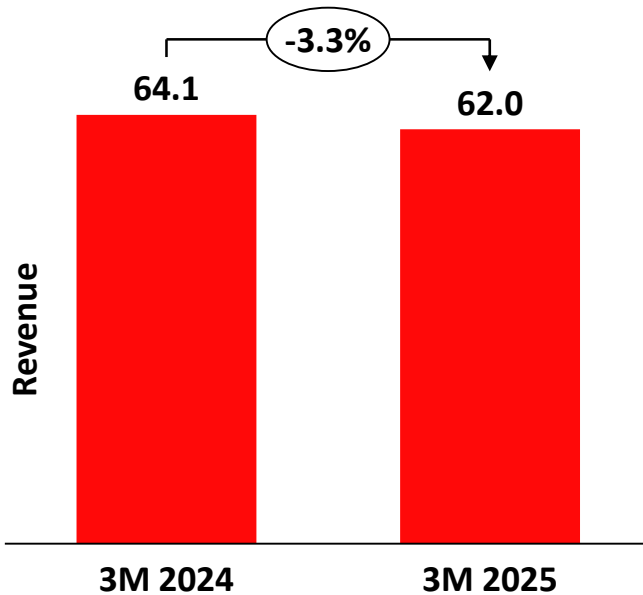
03 **Financials**

04 **Summary**

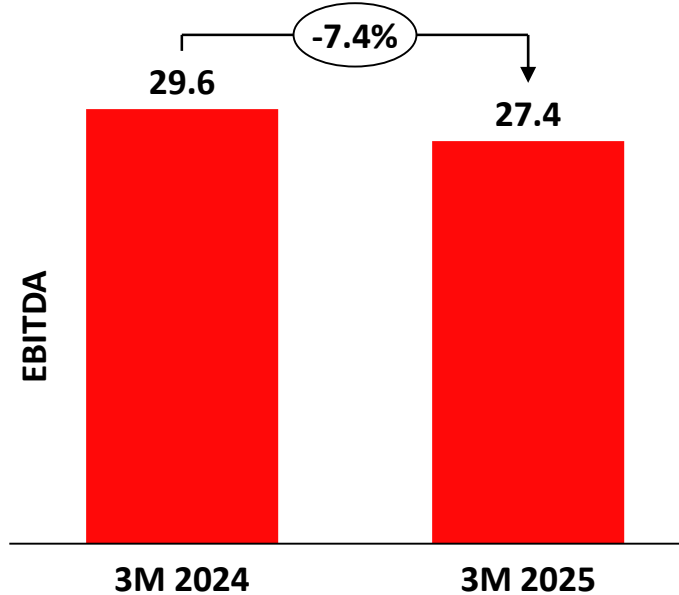
# YTD 2025 - Revenue , EBITDA, and Net Profit (NP)



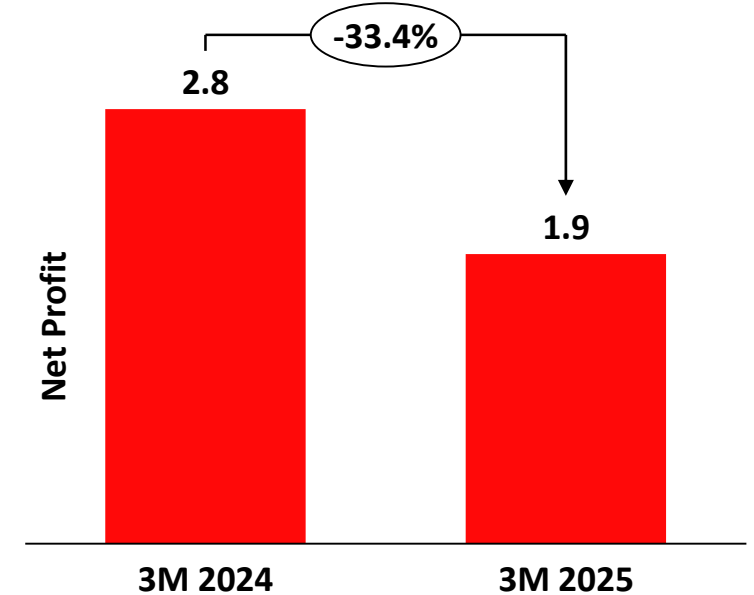
## Revenue (OMR million)



## EBITDA (OMR million)

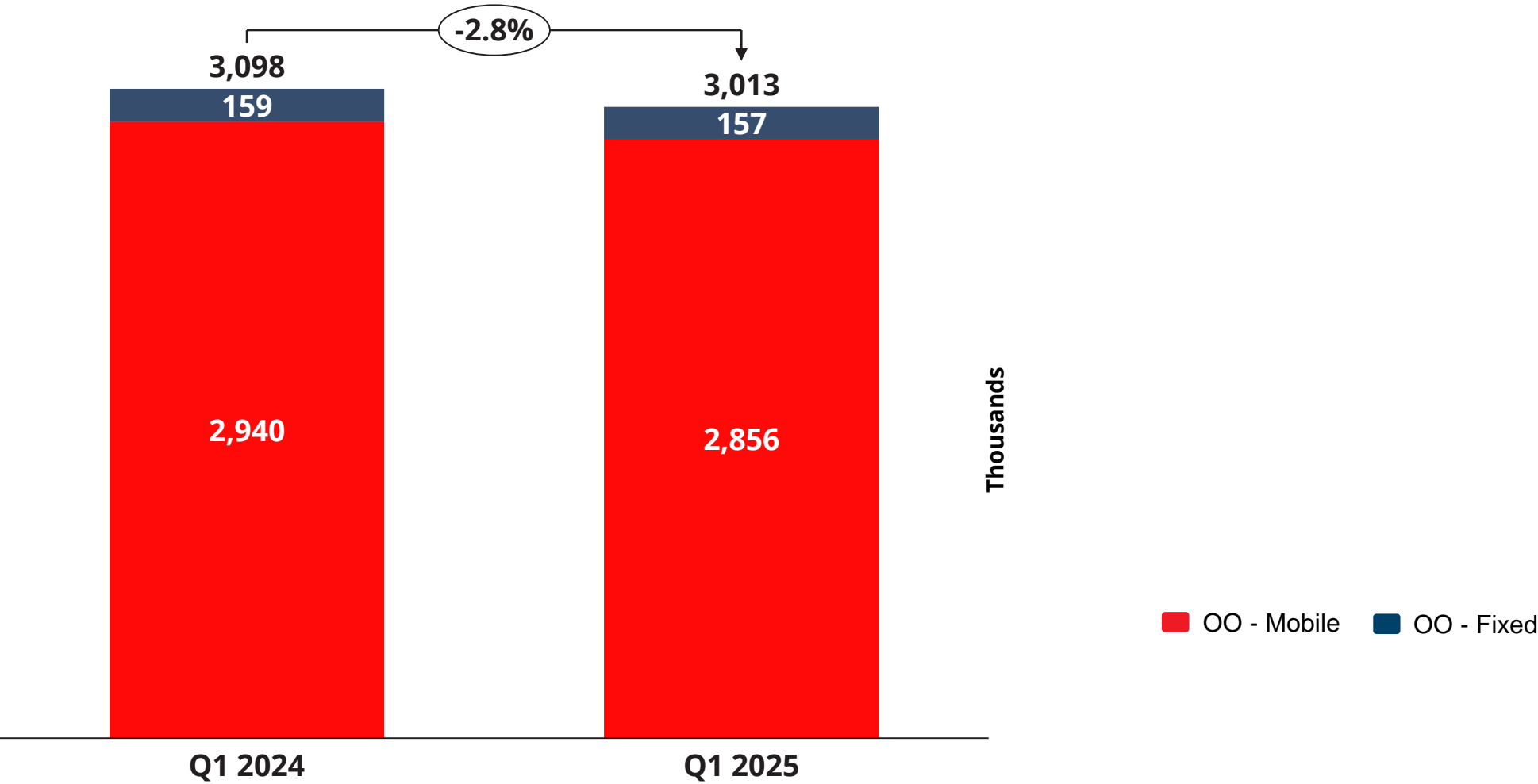


## Net Profit (OMR million)

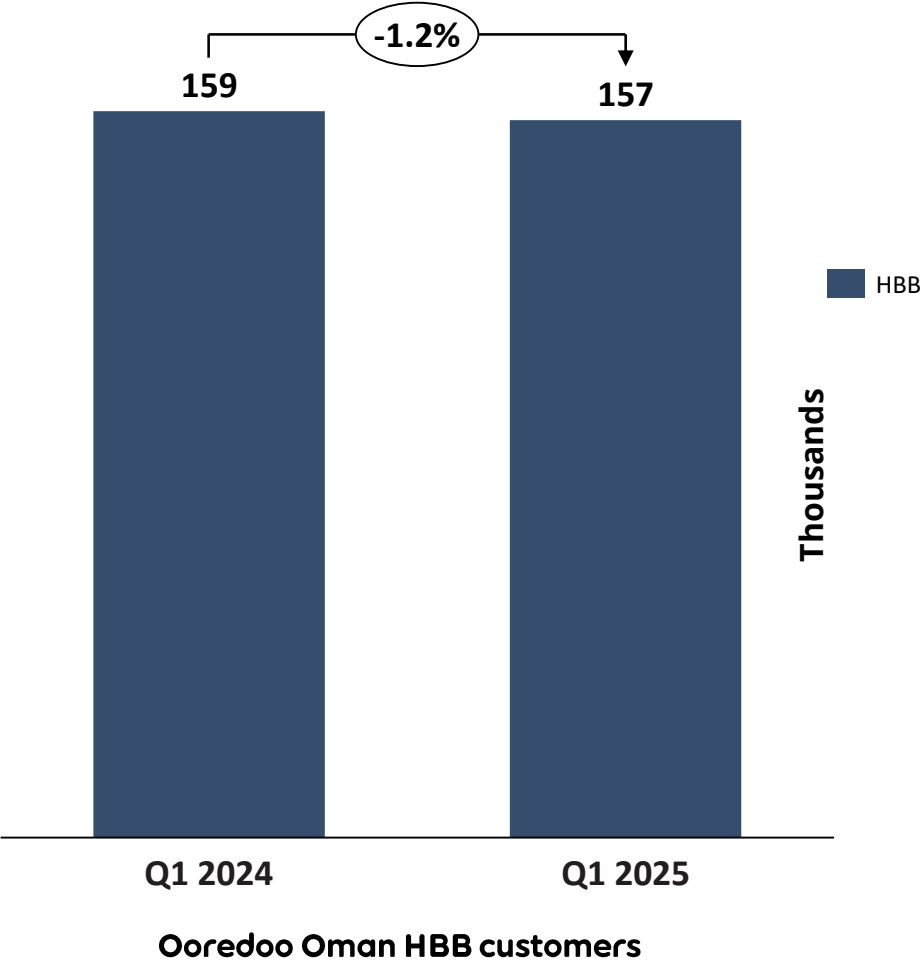
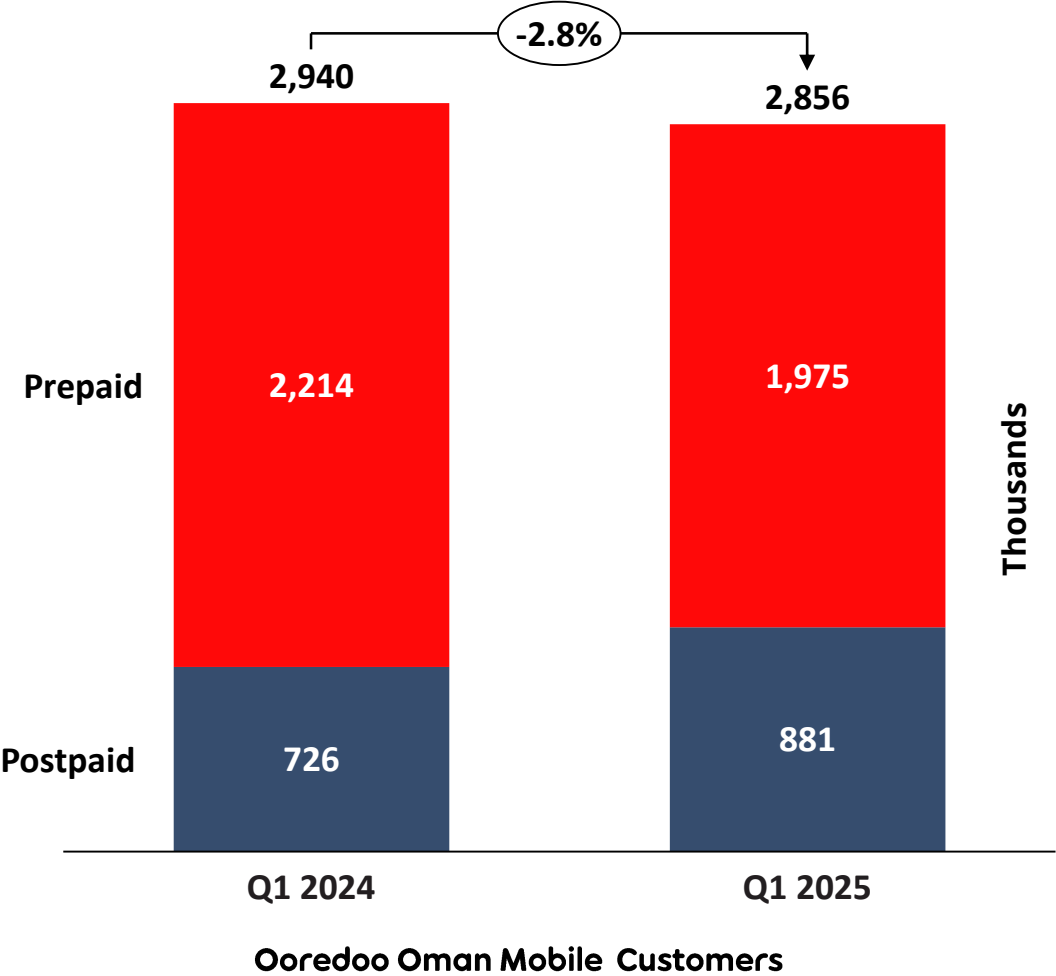


- Revenue was impacted by lower wholesale, devices & fixed revenues.
- Lower EBITDA and Net Profit was impacted by lower revenue.

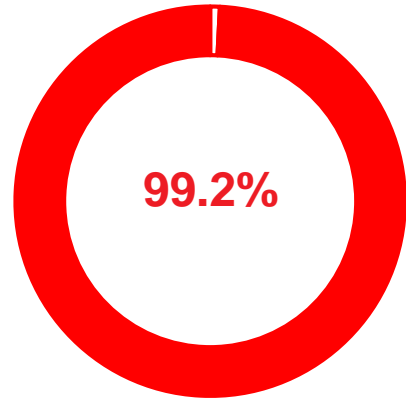
# Ooredoo Oman Total – Customers



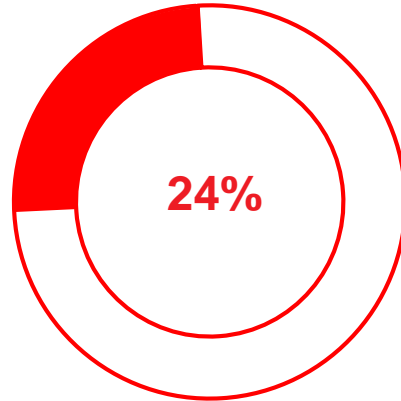
# Customer Base



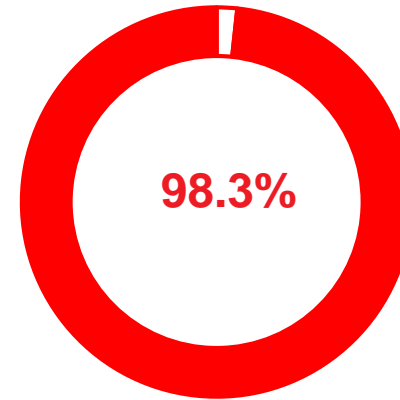
# 5G & Digitalization- Mobile



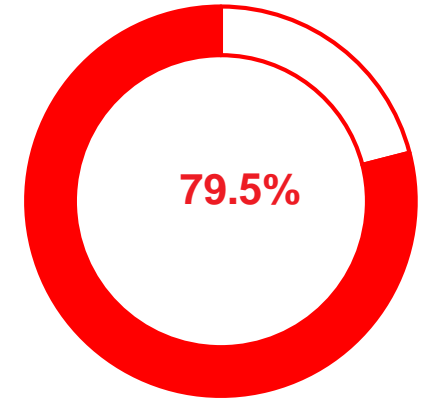
2G Population



3G Population



4G LTE Population

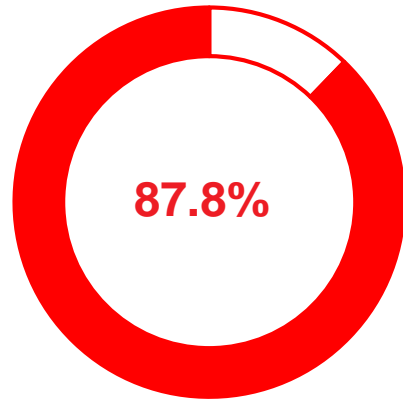


5G - Mobile

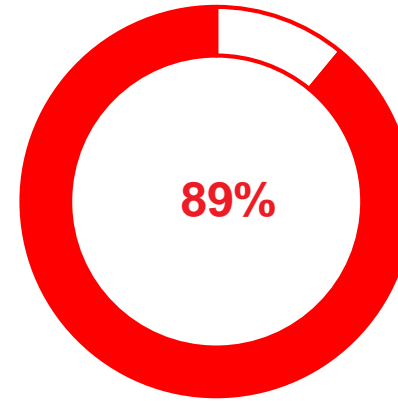
- Population 5G mobile coverage is around 79.5%.
- By end of Q1-2025, total 5G mobile sites are 2,139.
- Almost Half of the Network has 3G Sunset.



# 5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost broadband capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- By end of Q1-2025, Ooredoo had 1395 5G sites supporting fixed wireless access.
- OO continues to work with OBB to expand FTTH service in the Sultanate.



# 02 Awards

# Awards



**The Global 100 -  
EMG Publishing**  
Most Outstanding  
Telecommunications  
Company of the Year  
- Oman



**Stevie Awards  
Middle East & North  
Africa - 2025**  
Most Most Innovative  
Corporate Sustainability  
Program



**M&A Today Global  
Awards**  
Most Outstanding  
Telecommunications  
Company of the Year -  
Oman



**Global Digital Human  
Resource  
Transformation &  
Analytics Awards**  
Workplace Culture  
Champion

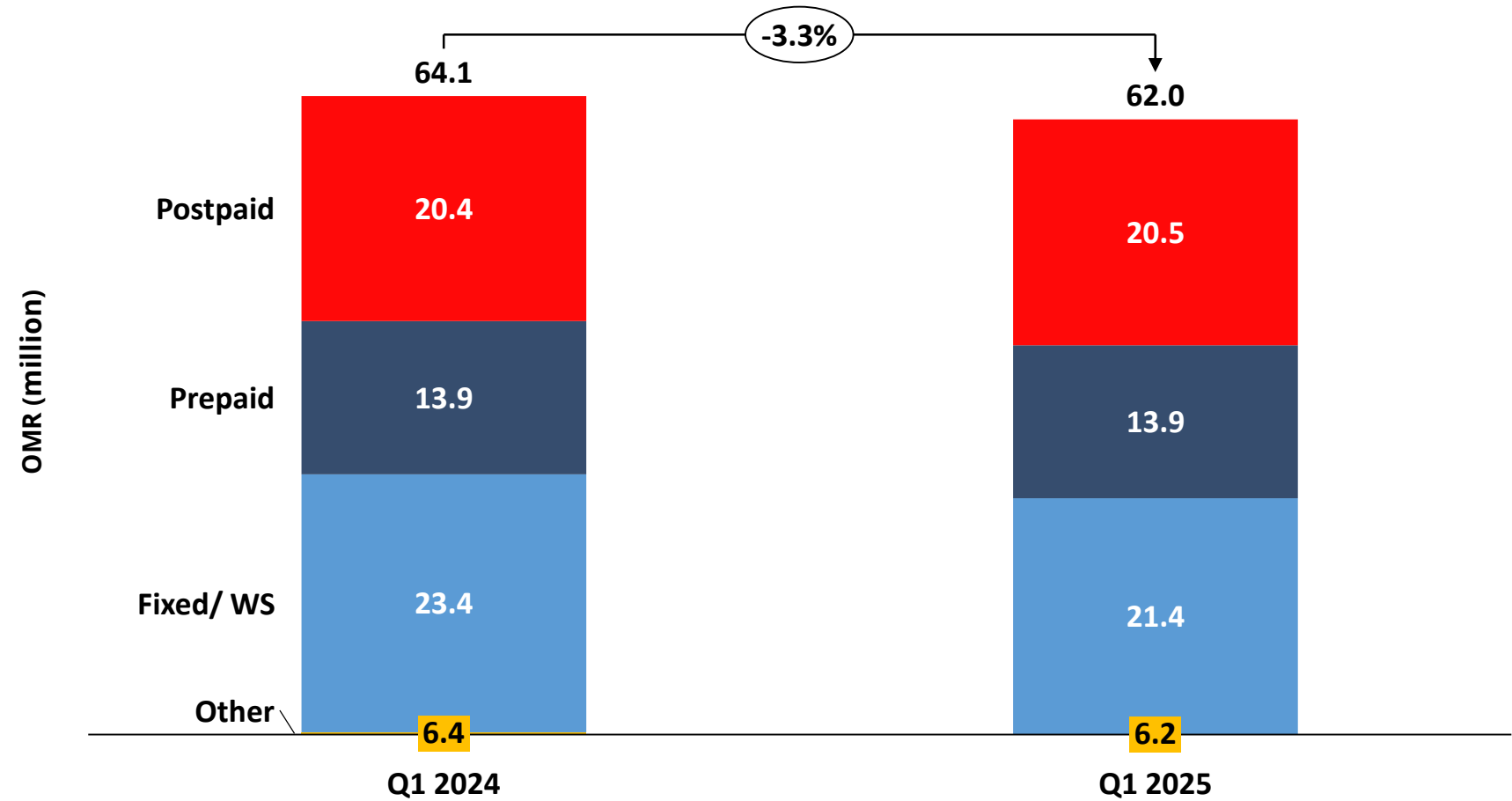


**Oman's Most  
Trusted Brands**  
Telecom



# 03 Financials

# Revenue Q1 2025

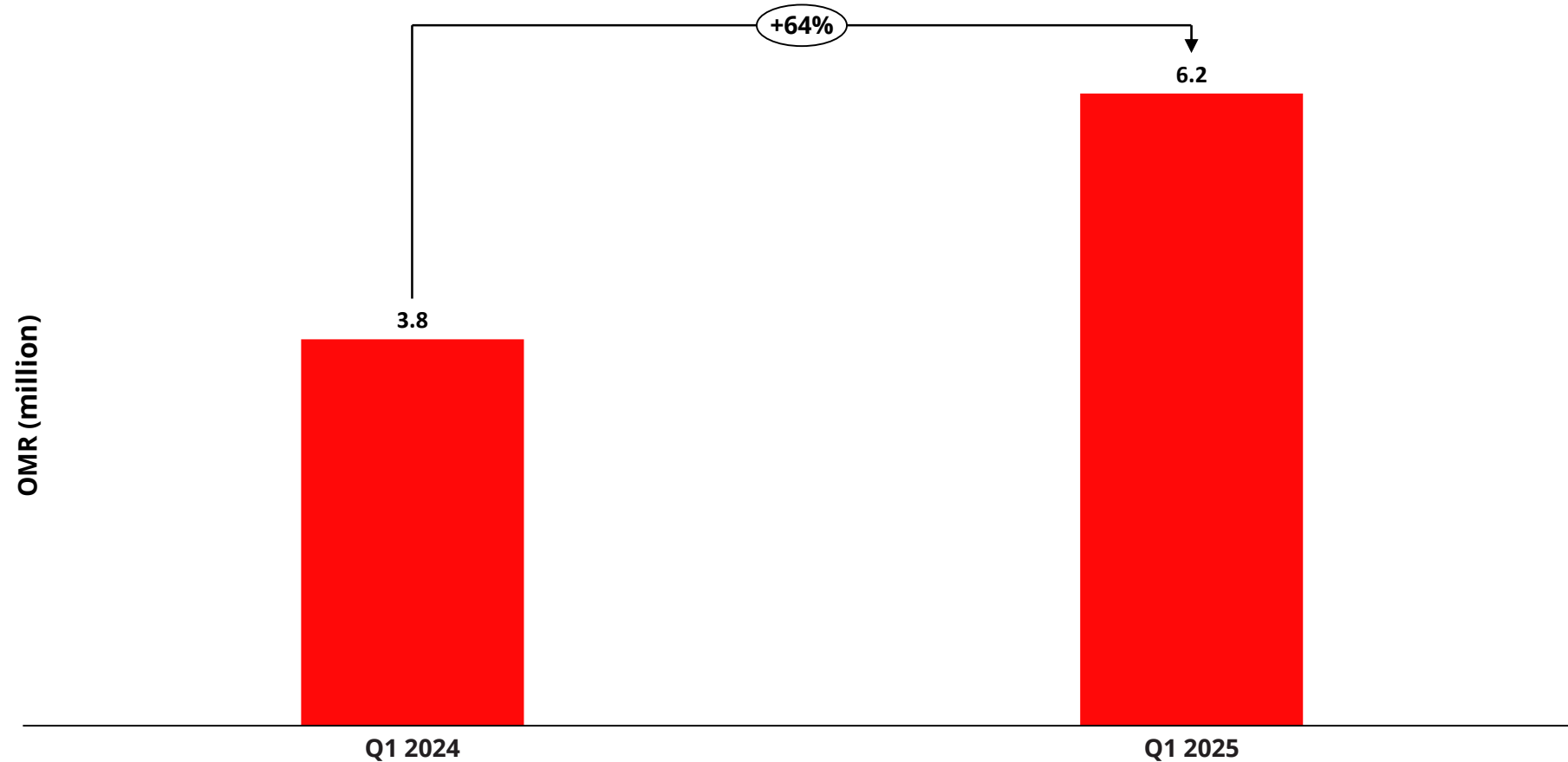


- Revenue was impacted by Wholesale, devices & fixed revenues.

# Profit before tax

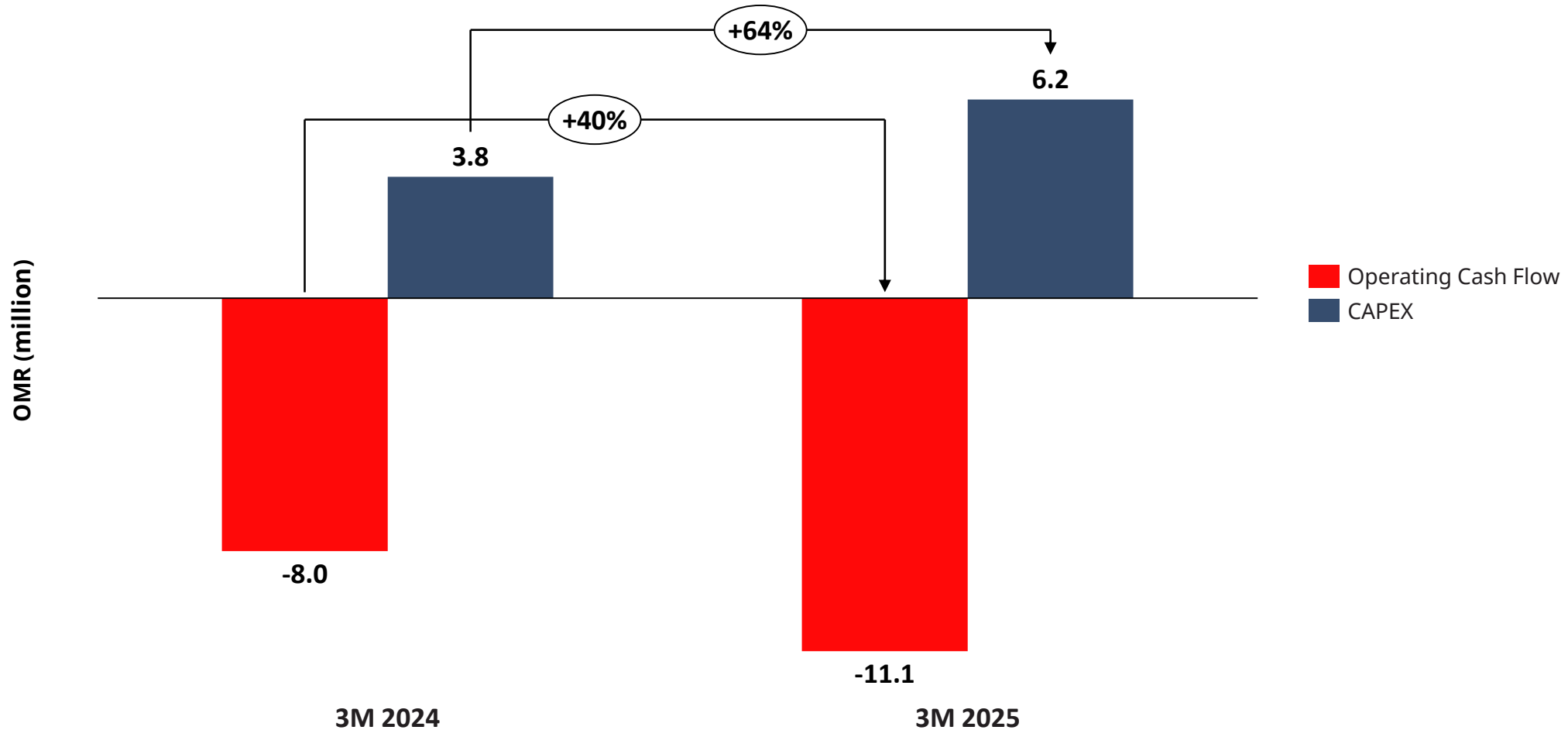


# Capital Expenditure (CAPEX)



- CAPEX spend in Q1 2025 is higher driven by investments in 5G and network enhancement.

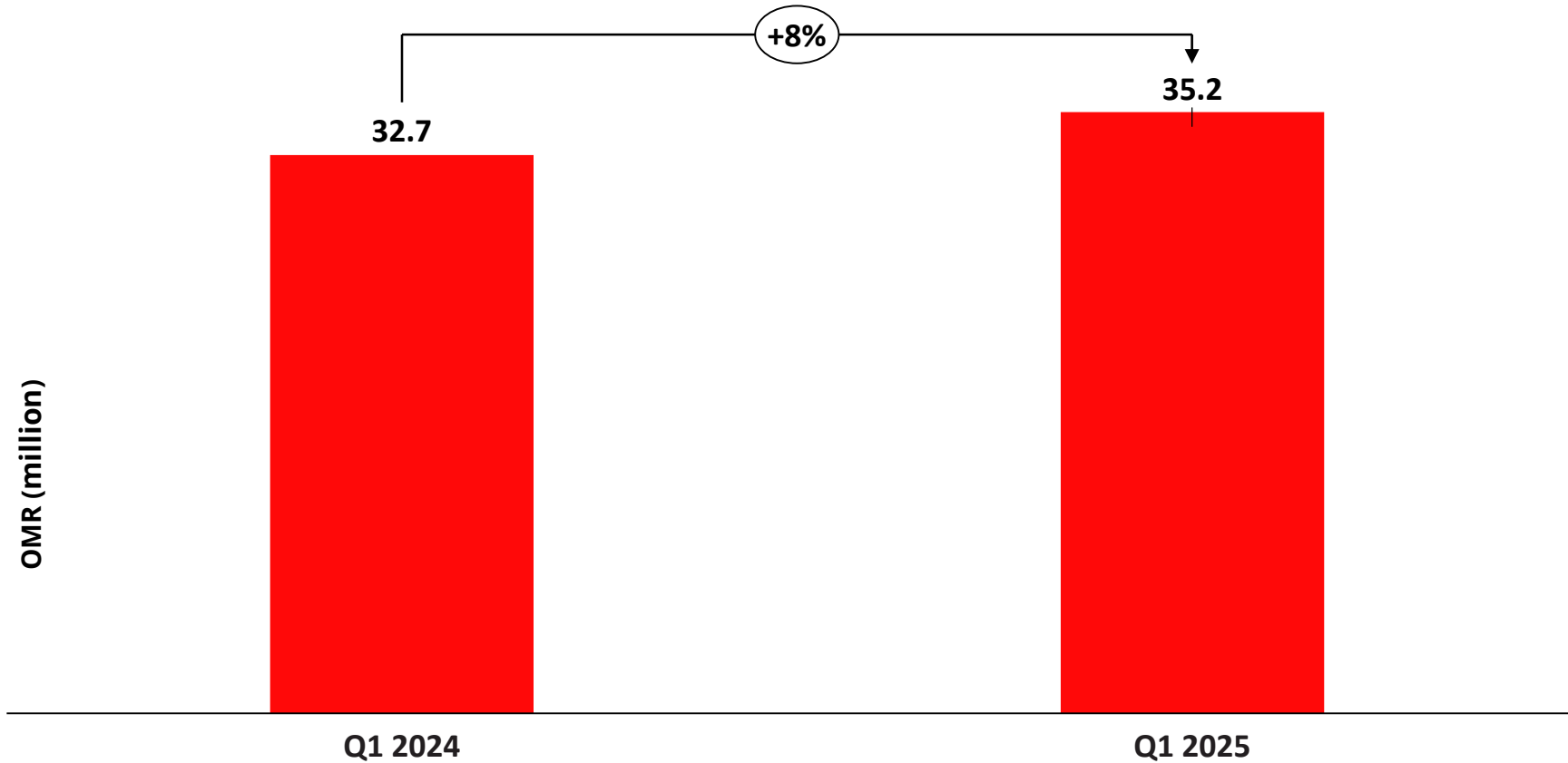
# Net cash from operating activities



- Cash flow from operation is lower in Q1 2025 driven by lower cash inflow (impacted by lower net profit).



# Net Debt as at the end of Q1.2025



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



# 04 Summary

# Future Projects

Ooredoo Oman and stc have announced the partnership between both companies to develop the Saudi Omani Network Infrastructure Corridor (SONIC), a transformative fibre network that strengthens cross-border connectivity and positions Oman as a leading regional digital hub, aligned with Oman Vision 2040. Linking Oman and Saudi Arabia through a low-latency fibre network, SONIC will deliver the reliability and scalability needed to meet the growing demands of regional and global connectivity customers. This strategic and collaborative partnership, marks a major milestone for regional connectivity and digital transformation.



# Summary

## ▪ Market

- Oman's telecom market faces competitive challenges.
- The IMF lowered Oman's real GDP growth forecast for 2025 by 80 basis points to 2.3%, down from 3.1% projected in October last year.
- S&P Global Ratings has affirmed Oman's credit ratings at 'BBB-'.
- S&P expects Oman's real GDP growth to improve, averaging around 2% annually during the period 2025–2028.

## Commercial and operational

- Ooredoo 5G network covers 79.5% of the mobile population and 89% of house-holds for fixed.
- Ooredoo Oman will continue driving value for customers through enriching our customer experience. OO will continue to adapt to market dynamics, drive efficiency, and innovate, ensuring a strong and sustainable future for the company.
- Cost efficiency program is ongoing to offset the decline in gross margin associated with revenue mix change.
- Number of initiatives are in progress to boost the growth, OO continues expanding its 5G network and offering advanced digital solutions, all contributing to digital transformation.



**Presented by:**

**Saoud Al Riyami – ACEO**

**Nasser Al Yaarubi – CFO**

**Younis Al-Naabi – Head Investor Relations**

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# THANK YOU

