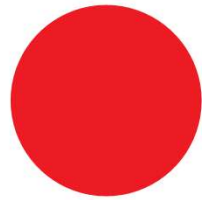


Ooredoo Oman Performance – Q3-2023



Investor Presentation

1st November 2023



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Content



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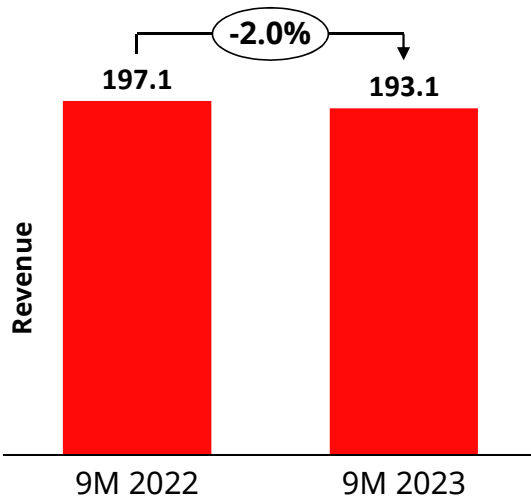
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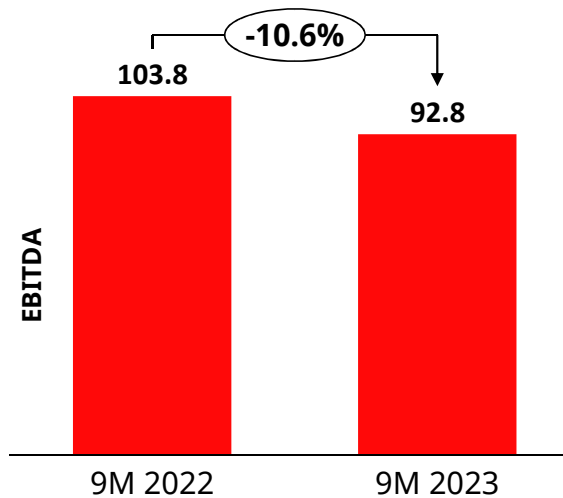
YTD 2023- Revenue , EBITDA, and Net Profit (NP)



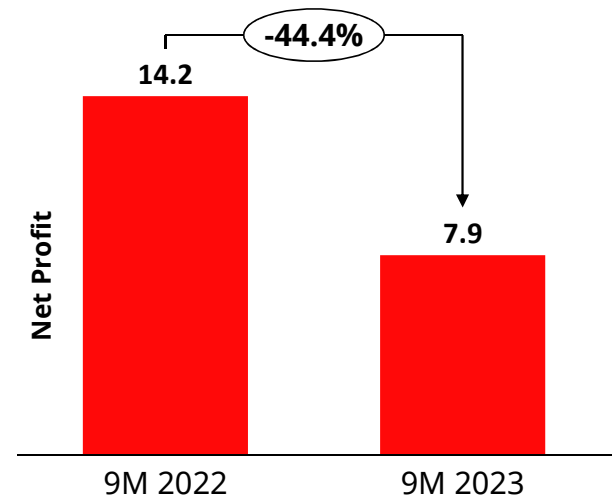
Revenue (OMR million)



EBITDA (OMR million)



Net Profit (OMR million)



- Revenue is lower mainly due to lower mobile prepaid, lower fixed revenue & lower Wholesale Revenue. This is partially offset by higher mobile postpaid revenue, higher devices revenue and ICT revenue.
- EBITDA is impacted by lower revenue and higher cost associated with device and ICT sales. P.S last year includes favorable adjustment in cost of around OMR 1.6 million
- Net profit impacted by lower EBITDA

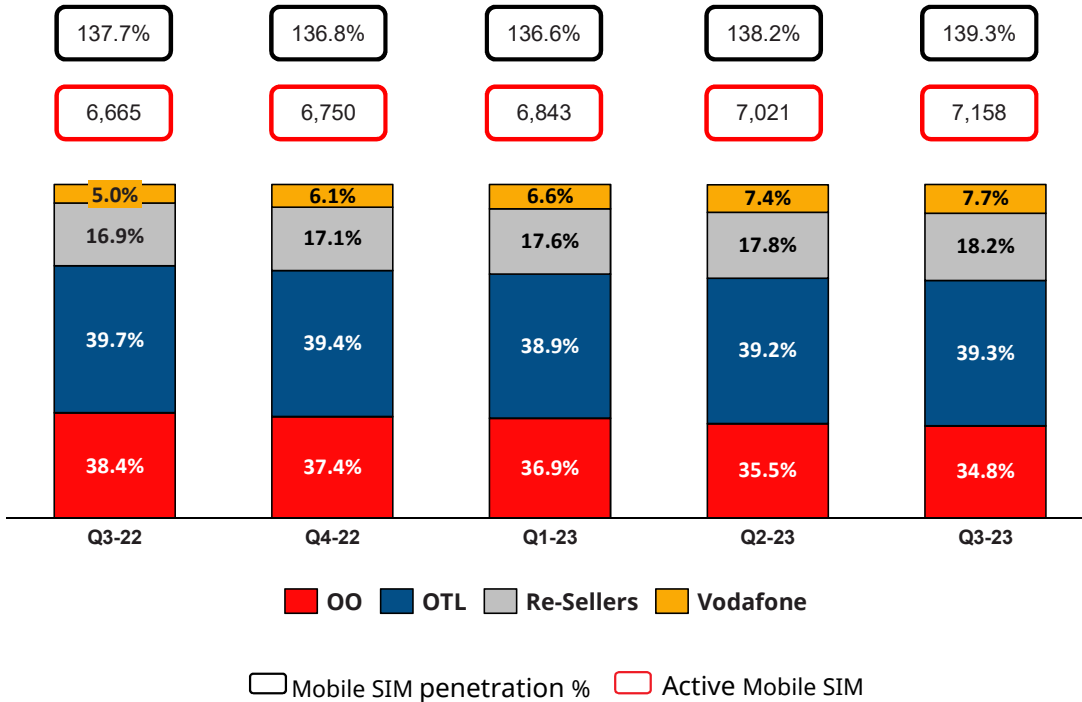
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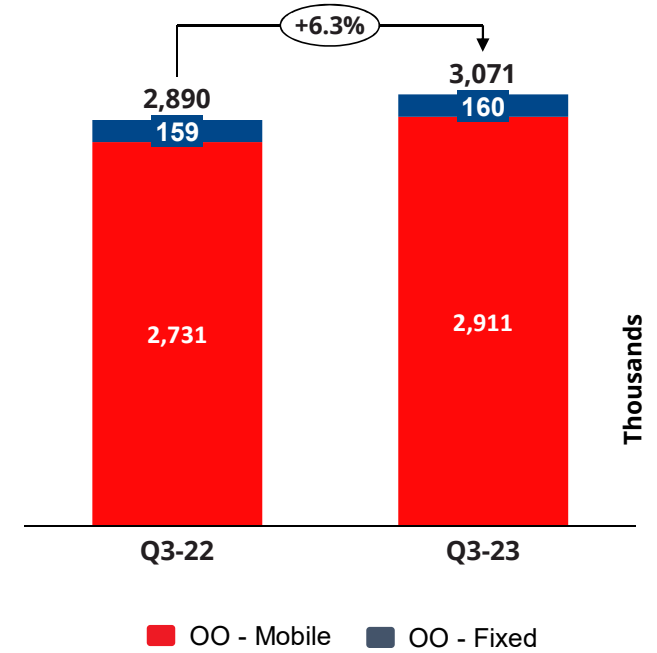
Market Share



Oman Mobile Market Share – Customers



Ooredoo Oman Total – Customers

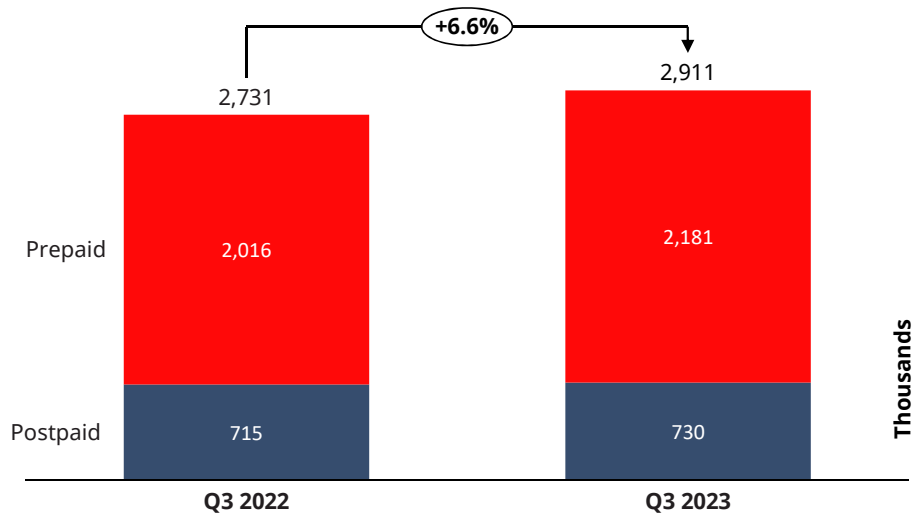


Disclaimer: VF numbers are based on market intelligence reports

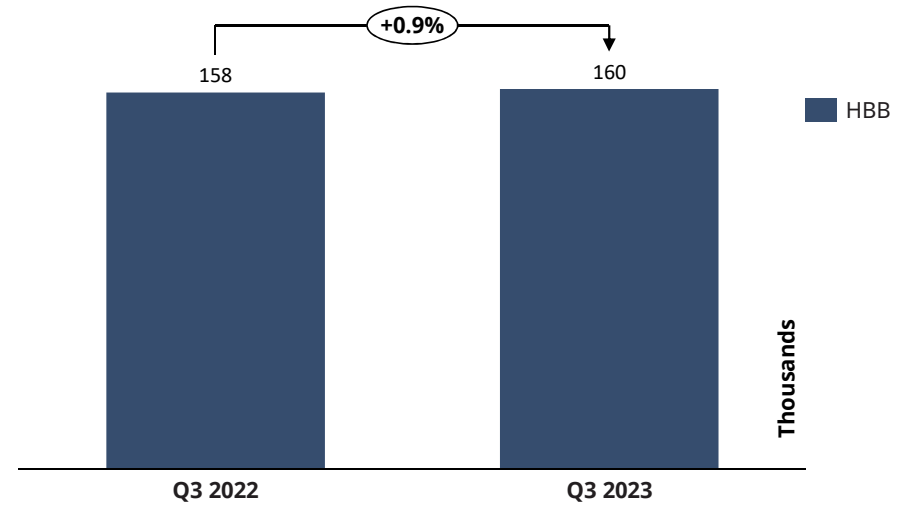
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Customer Base



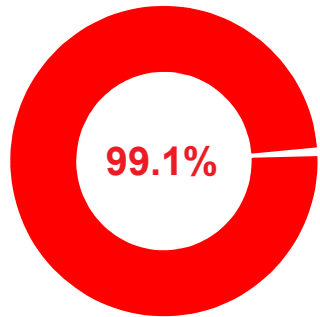
Ooredoo Oman Mobile Customers



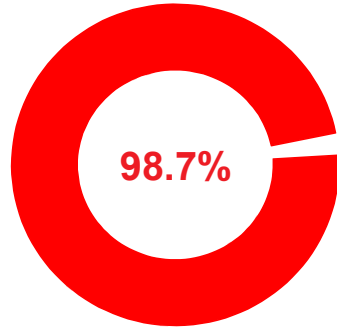
Ooredoo Oman MBB and HBB customers

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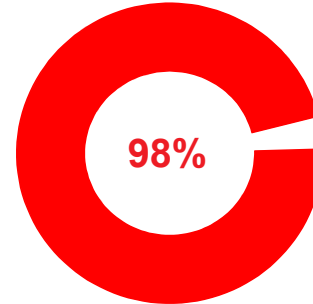
5G & Digitalization- Mobile



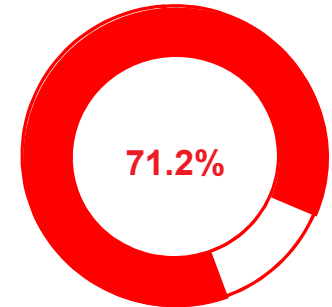
2G Population



3G Population



4G LTE Population

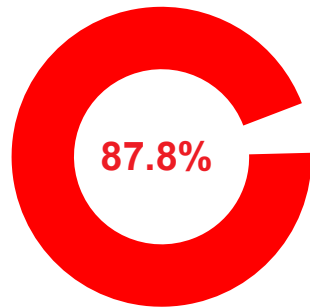


5G - Mobile

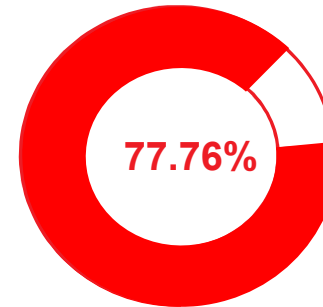
- Population 5G mobile coverage is around 71.2%.
- By end of Q3-2023, total 5G sites are 1,863.
- Huawei, Samsung, Apple, Xiaomi, VIVO, OPPO & Oukitel 5G Certifications are completed.

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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 Q3-2023, total 5G sites are 1,863.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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02 Awards

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Awards



Global Business Review Magazine Awards - Most Innovative CSR initiatives for SME's Oman 2023



Global Brands Magazine (GBM) Best Digital Transformation and Customer Experience Oman 2023" Award



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



Global Business Magazine Awards - Best Digital Transformation Company Oman 2023



Global Business Outlook Awards - Most Innovative Digital Transformation Telecom Company - Oman 2023



Oman's Most Trusted Brands



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

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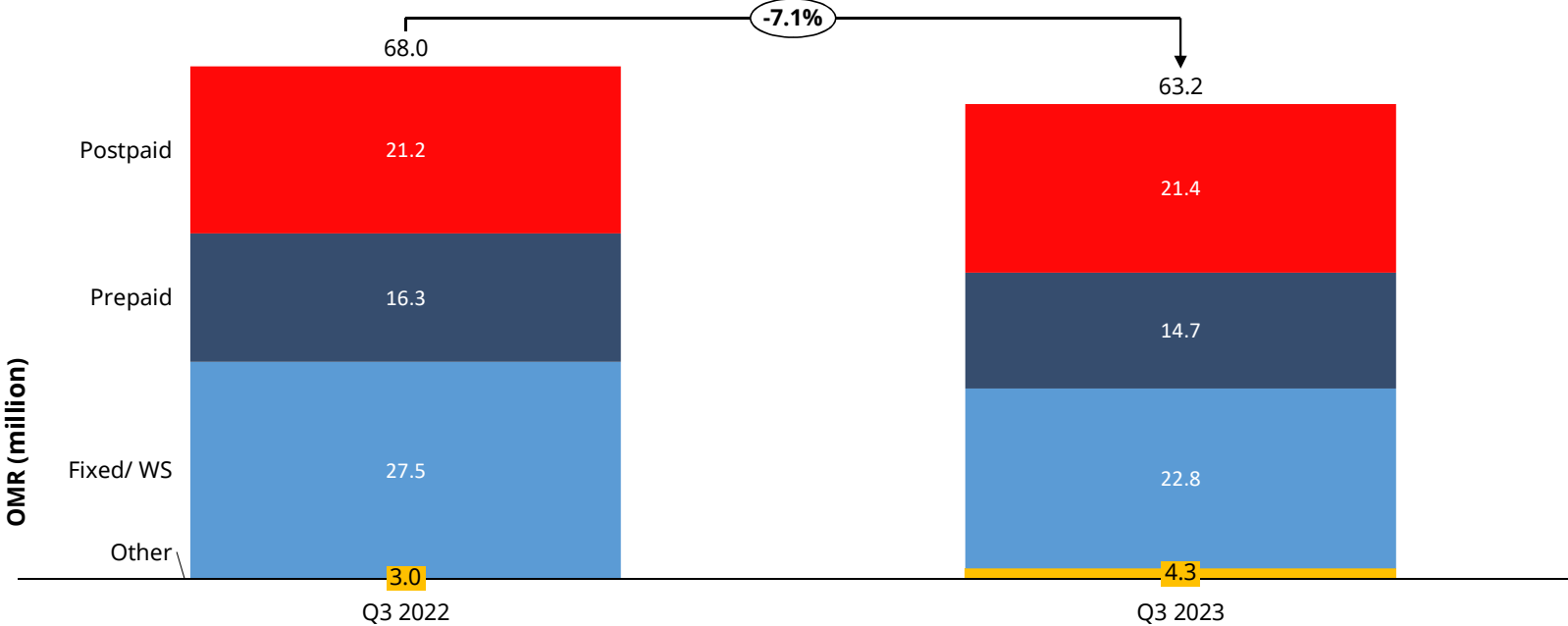


03 Financials

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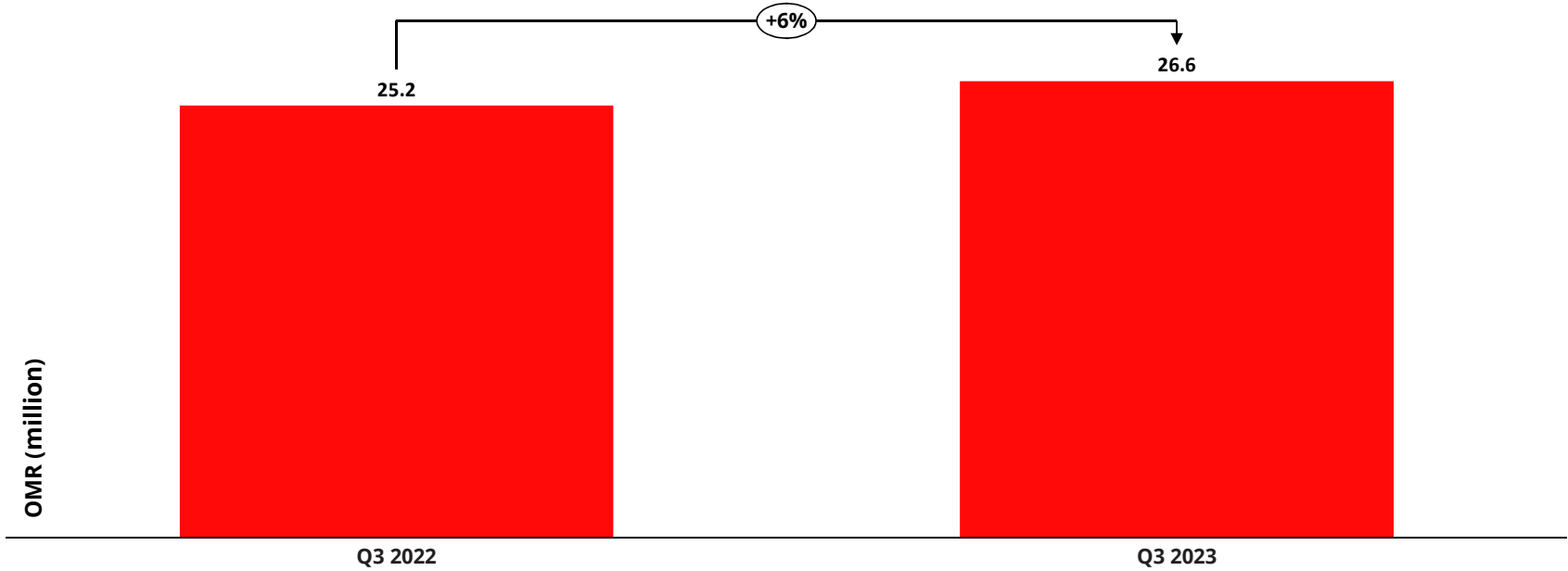
Revenue Q3 2023



- Revenue reduction in Q3 2023 is impacted by lower prepaid ARPU and lower fixed and wholesale revenue. This is Partially offset by higher mobile postpaid, devices and ICT revenues.

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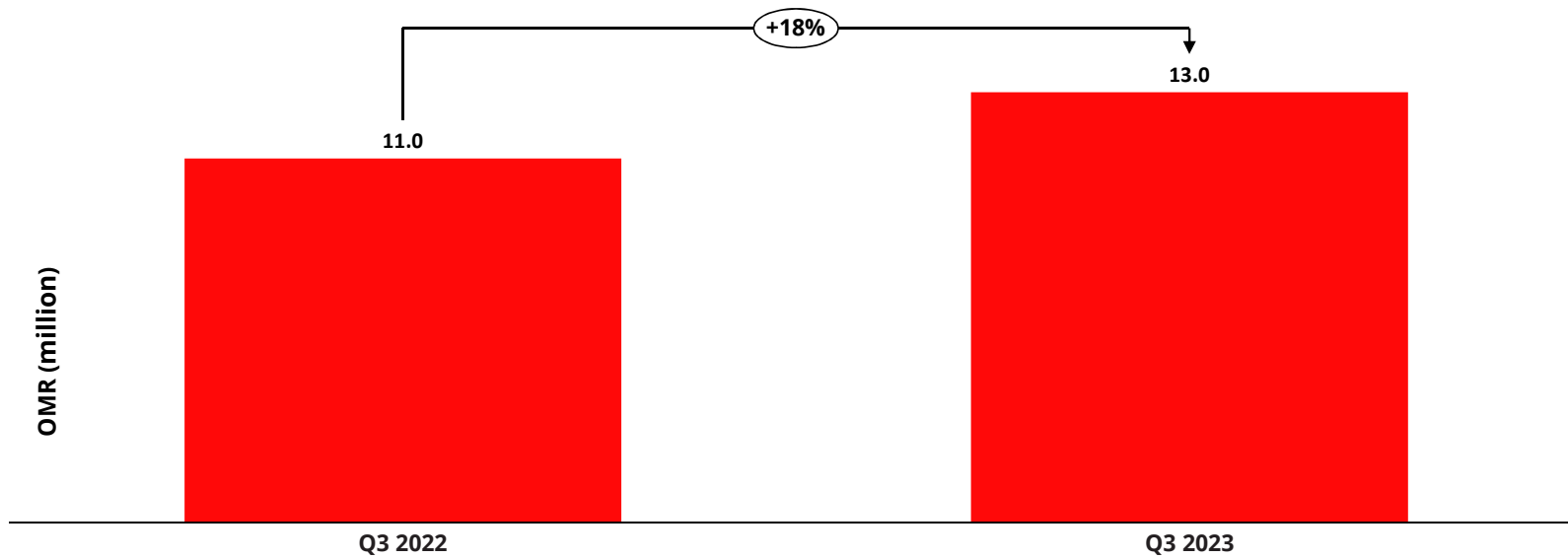
Network, interconnect and other operating expenses



- Q3 2023 Network, Interconnect and other operating expenses have increased due to higher equipment cost and ICT cost associated with higher sales. P.S. Q3.2022 includes a reversal of OMR 0.5 Million on the regulatory and related fees.

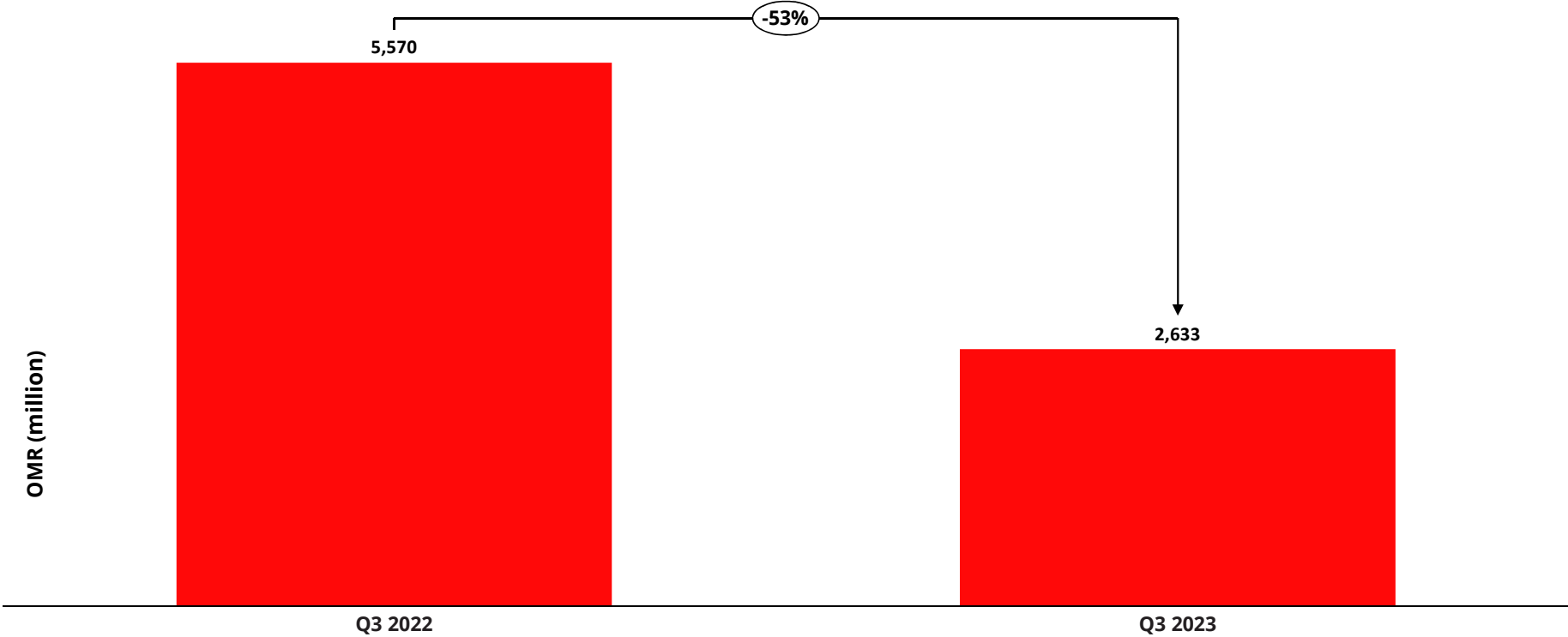
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Capital Expenditure (CAPEX)



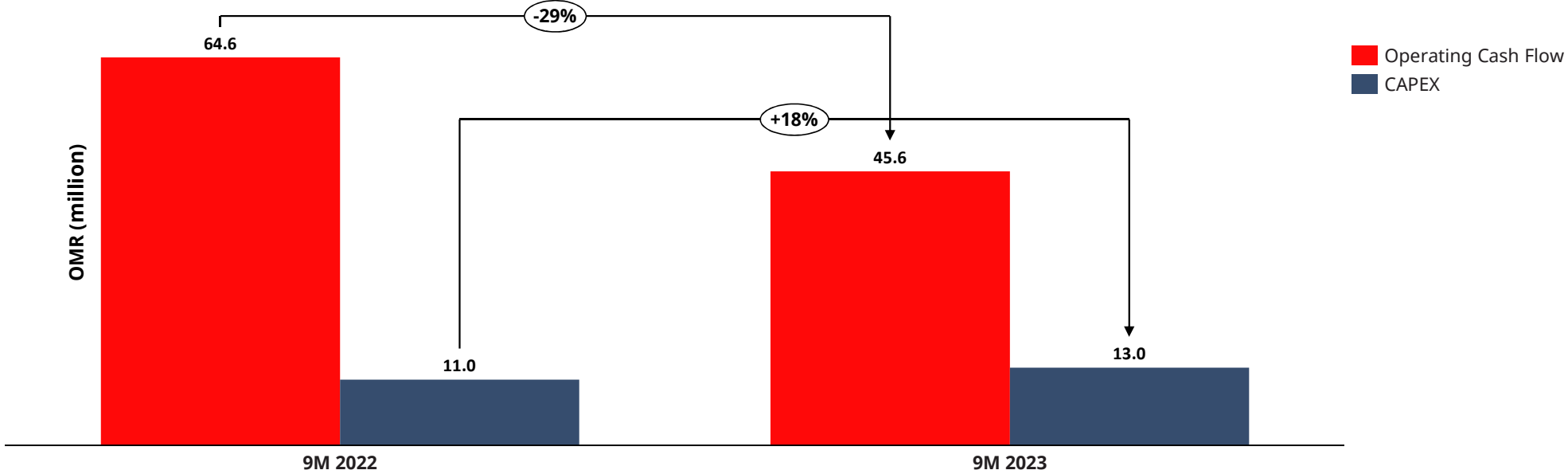
- CAPEX spend in Q3 2023 is higher driven by investment in 5G, digital transformation and data centers.

Profit before tax



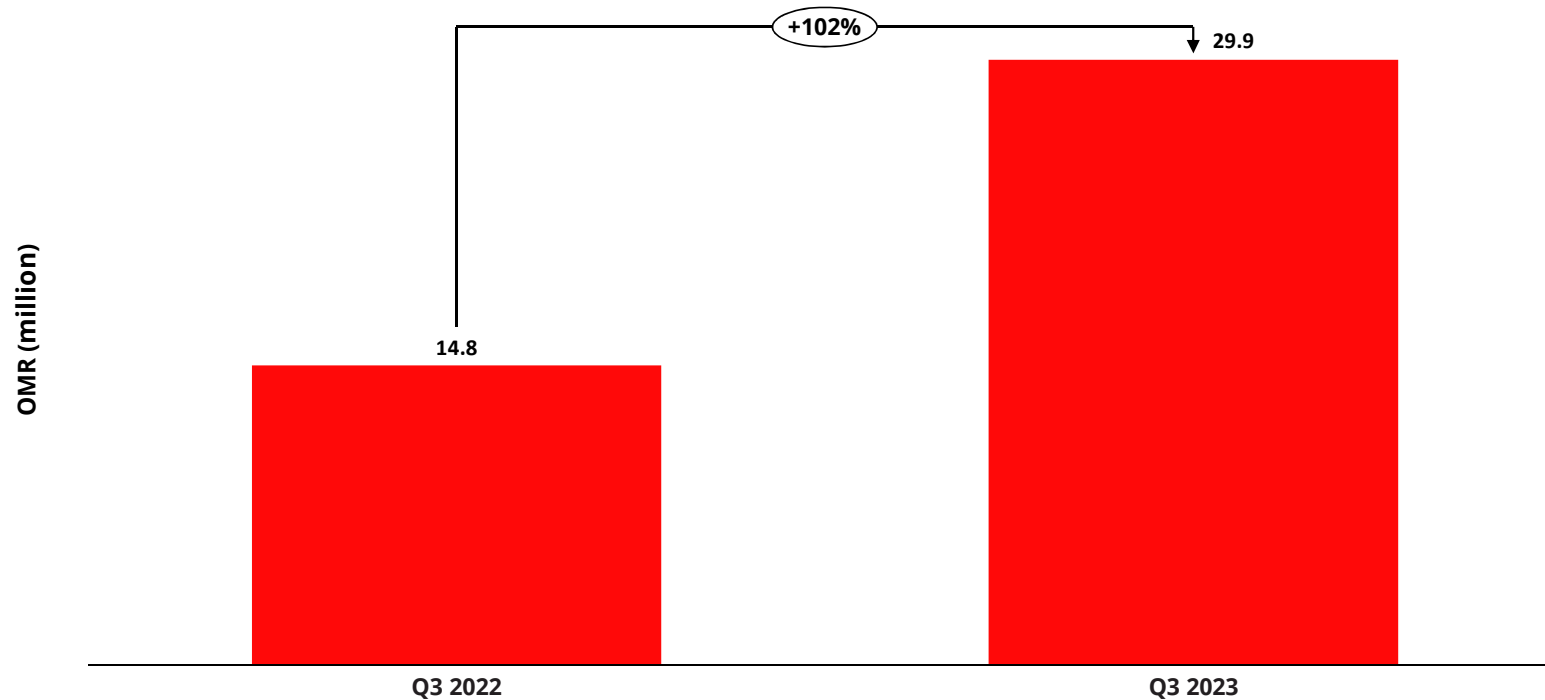
- Profit before tax was impacted by:
 - Lower service revenue from prepaid, fixed and Wholesale.
 - Higher expenses related to devices and ICT sales.

Net cash from operating activities



- Cash flow from operation is lower in Q3 2023 impacted by lower income as well as reduction in trade and other payables.

Net Debt as at the end of Q3 2023



- Net debt is higher due to lower repayment of RCF
- OO continues to maintain healthy cash position with low gearing.

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04 Summary

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Summary

▪ **Market**

- Total mobile base grew by around 6.6%
- Ooredoo Oman revenue is lower mainly due to lower mobile prepaid & lower fixed revenue. This is partially offset by higher devices revenue and ICT revenue.

▪ **Commercial and operational**

- Ooredoo Oman remain committed to providing our customers with a differentiated and seamless omni-channel experience, which sets us apart.
- Ooredoo Oman remains committed to delivering exceptional value to customers and shareholders. We 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 of gross margin associated with revenue mix change.
- Ooredoo Oman continues to roll out sites as planned to be completed by end of 2023



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Investor Relations

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THANK YOU

