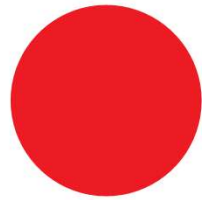


Ooredoo Oman Performance – 2023



Investor Presentation

01st April 2024



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Content



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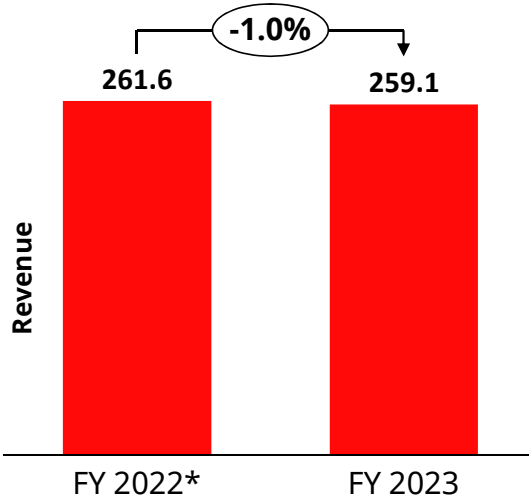
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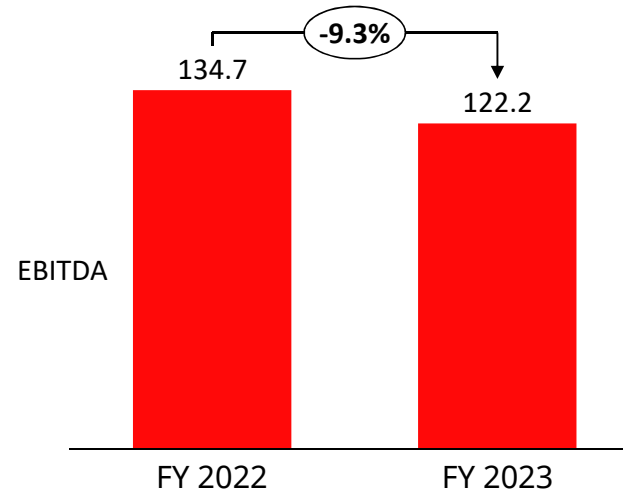
YTD 2023- Revenue , EBITDA, and Net Profit (NP)



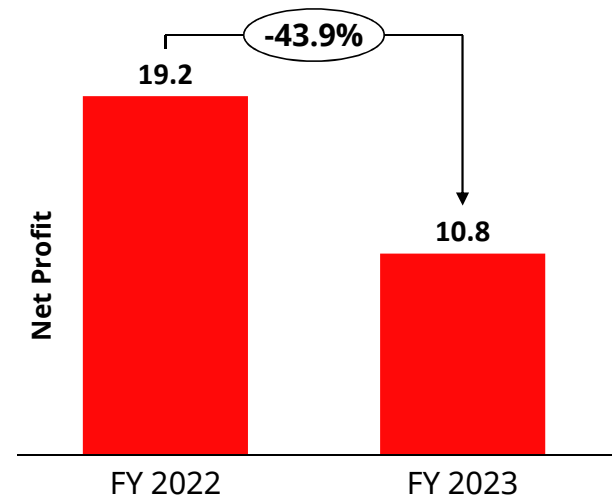
Revenue (OMR million)



EBITDA (OMR million)



Net Profit (OMR million)



* Restated

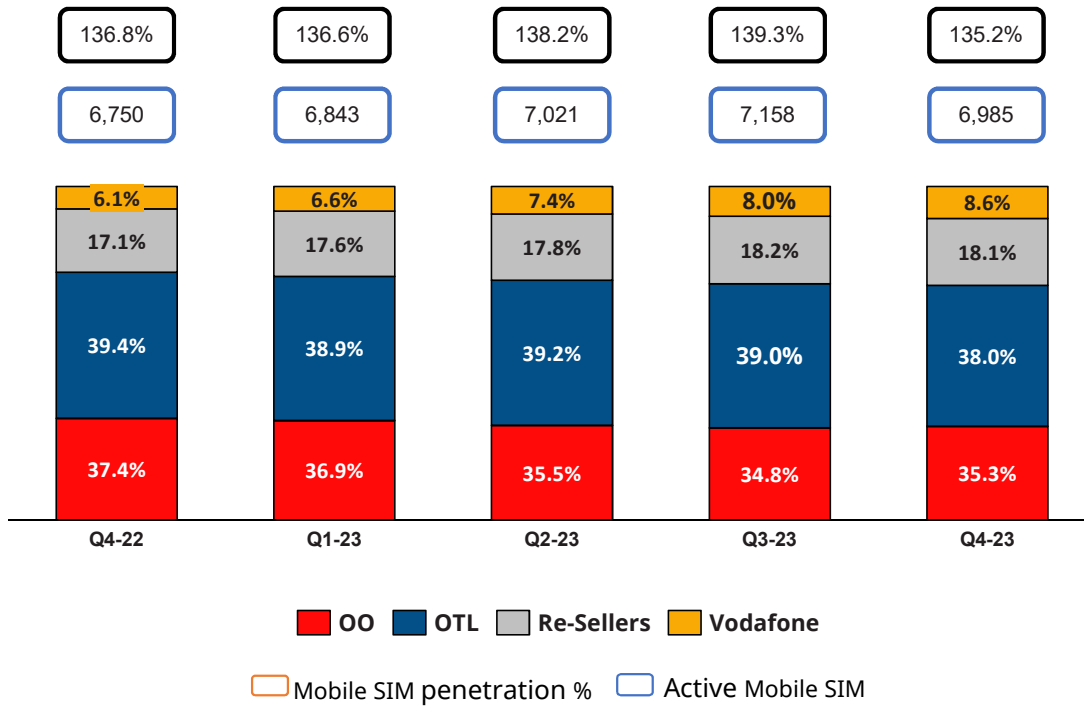
- Revenue is lower mainly due to lower mobile prepaid, wholesale & fixed Services. This is partially offset by higher mobile postpaid revenue, higher devices revenue and ICT revenue.
- EBITDA is impacted by lower revenue and higher cost associated with device and ICT sales.
- Net profit is impacted by lower EBITDA

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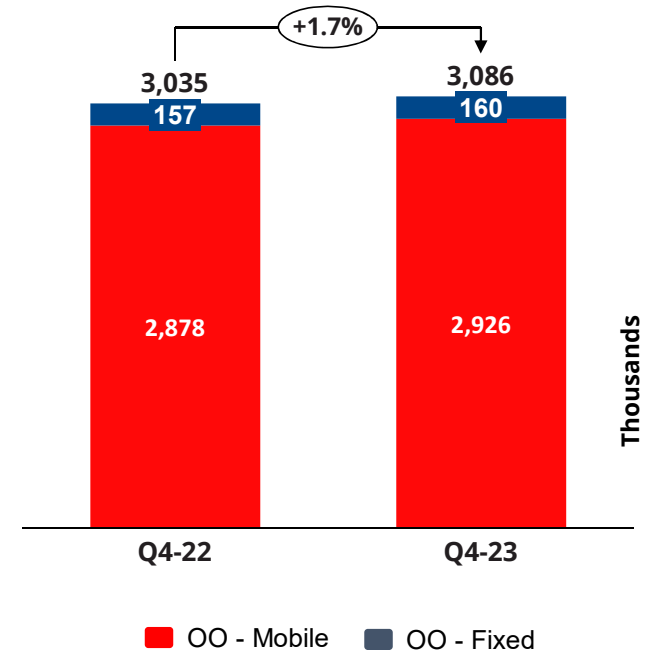


Market Share

Oman Mobile Market Share – Customers



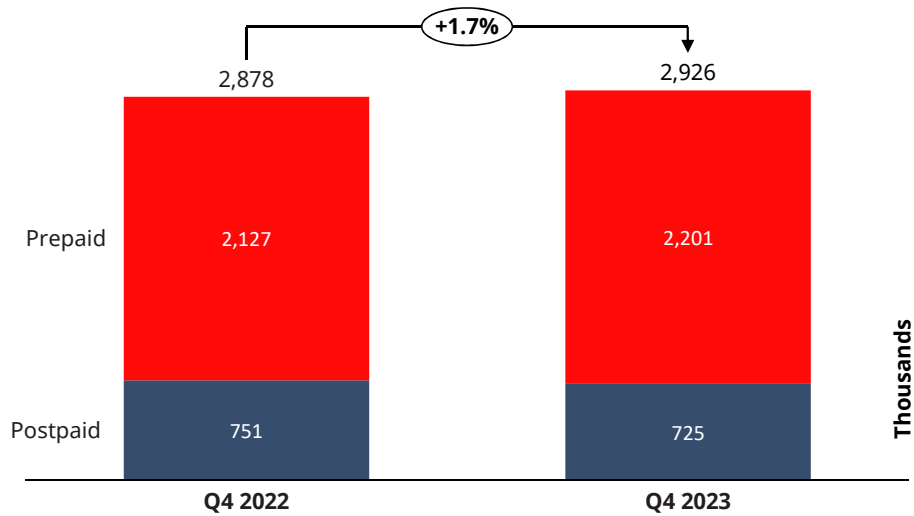
Ooredoo Oman Total – Customers



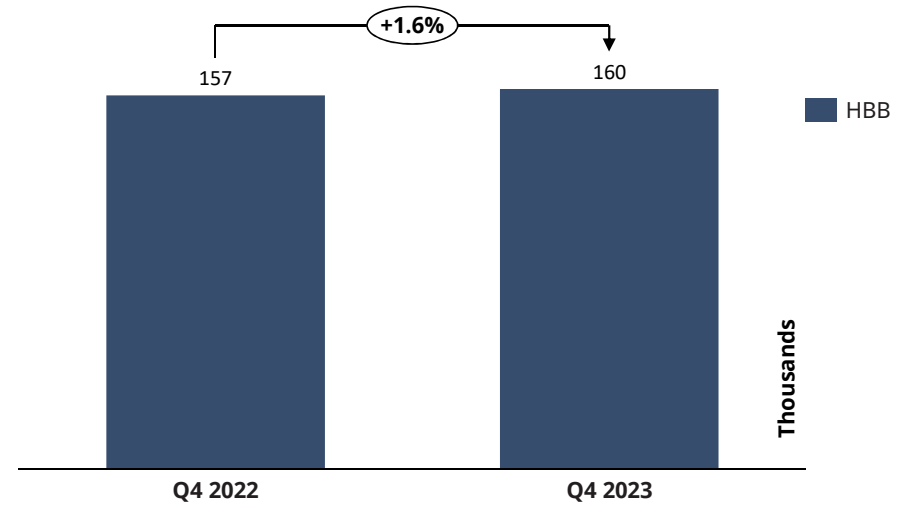
Disclaimer: VF numbers are based on market intelligence reports

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Customer Base



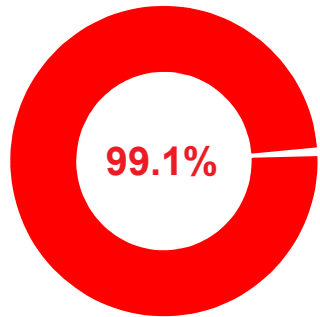
Ooredoo Oman Mobile Customers



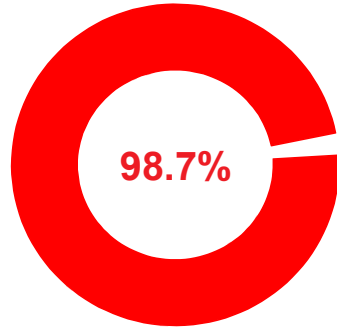
Ooredoo Oman HBB customers

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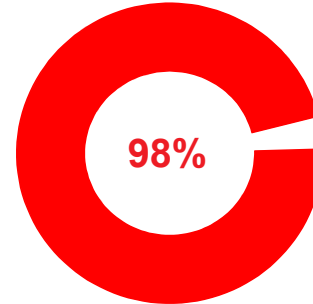
5G & Digitalization- Mobile



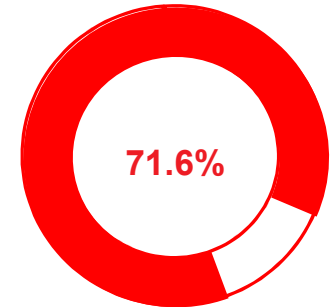
2G Population



3G Population



4G LTE Population

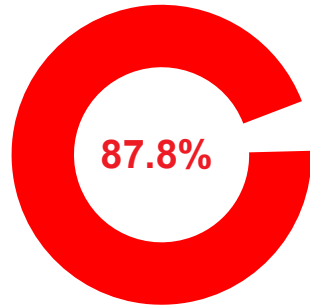


5G - Mobile

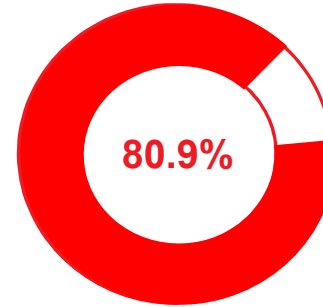
- Population 5G mobile coverage is around 71.6%.
- By end of Q4-2023, we have around 2k sites
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.

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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.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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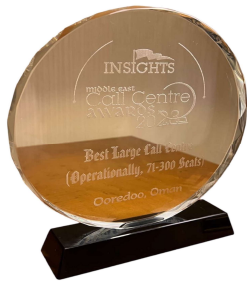


02 Awards

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Awards



Annual Insights Middle East Call Centre Awards 2023: Best Large Call Centre



Middle East Technology Excellence Awards: Data Centre Telecommunications Category



Middle East National Business Award 2023: Best Branding Campaign



Telecom Review Award for: Best Digital Customer Experience – Middle East.



Telecom Review Award for: Best CSR Initiative – Middle East

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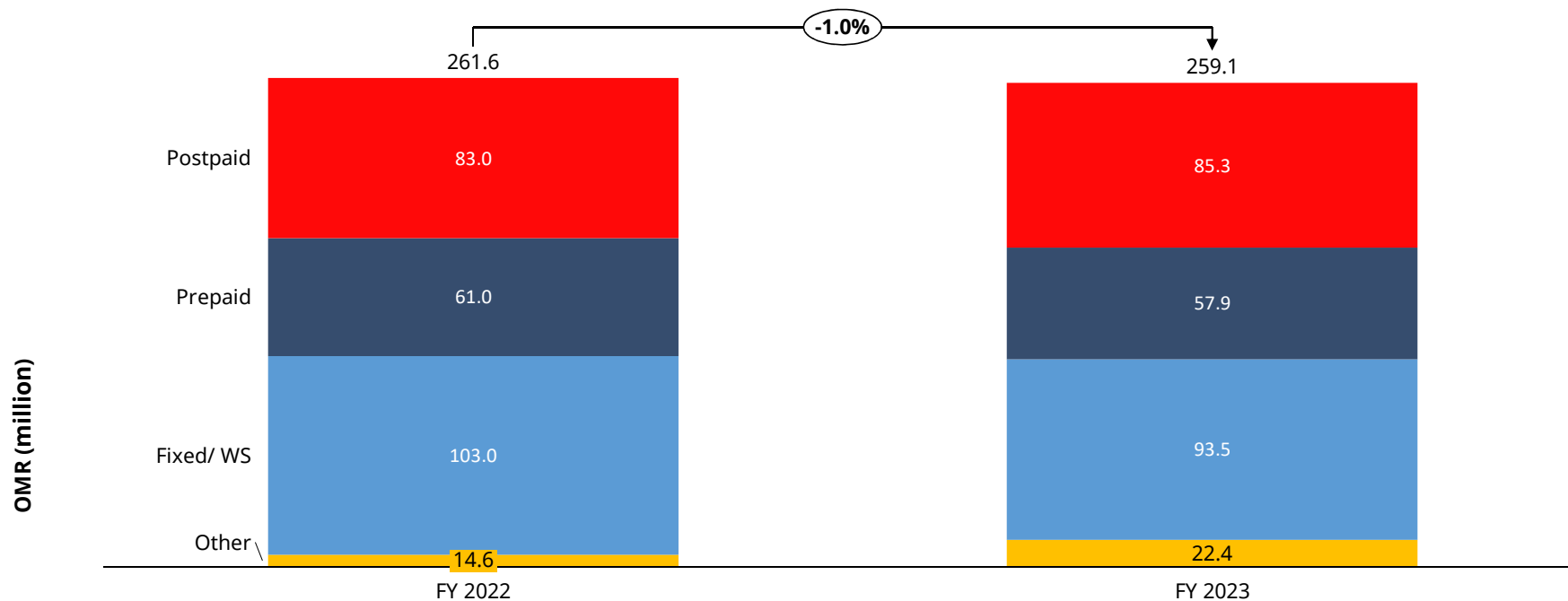


03 Financials

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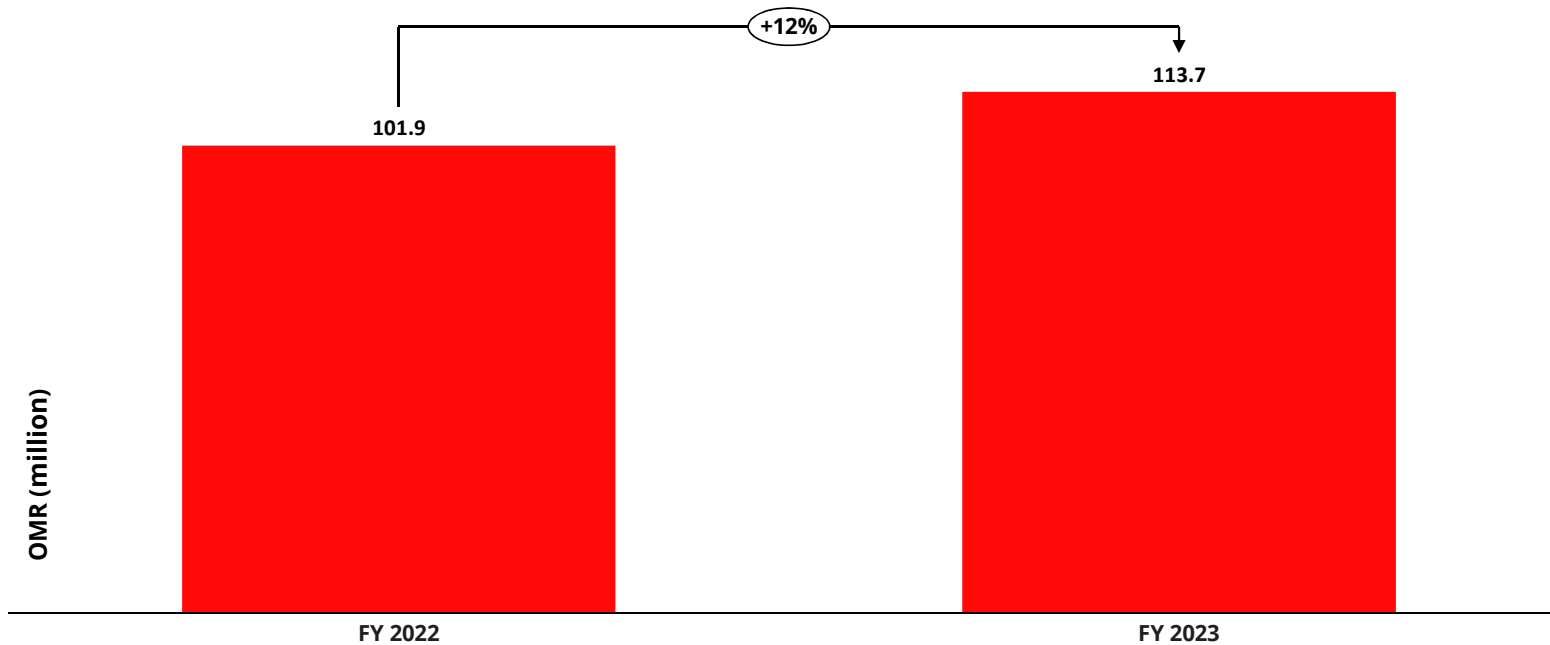
Revenue 2023



- Revenue decline in 2023 is impacted by lower prepaid revenue (lower ARPU), lower Fixed revenue (lower ARPU) and lower WS revenue (driven by lower national roaming revenue and lower MVNO). This decline in revenue was partially offset by higher postpaid revenue, higher handset sales revenue & higher ICT revenue.

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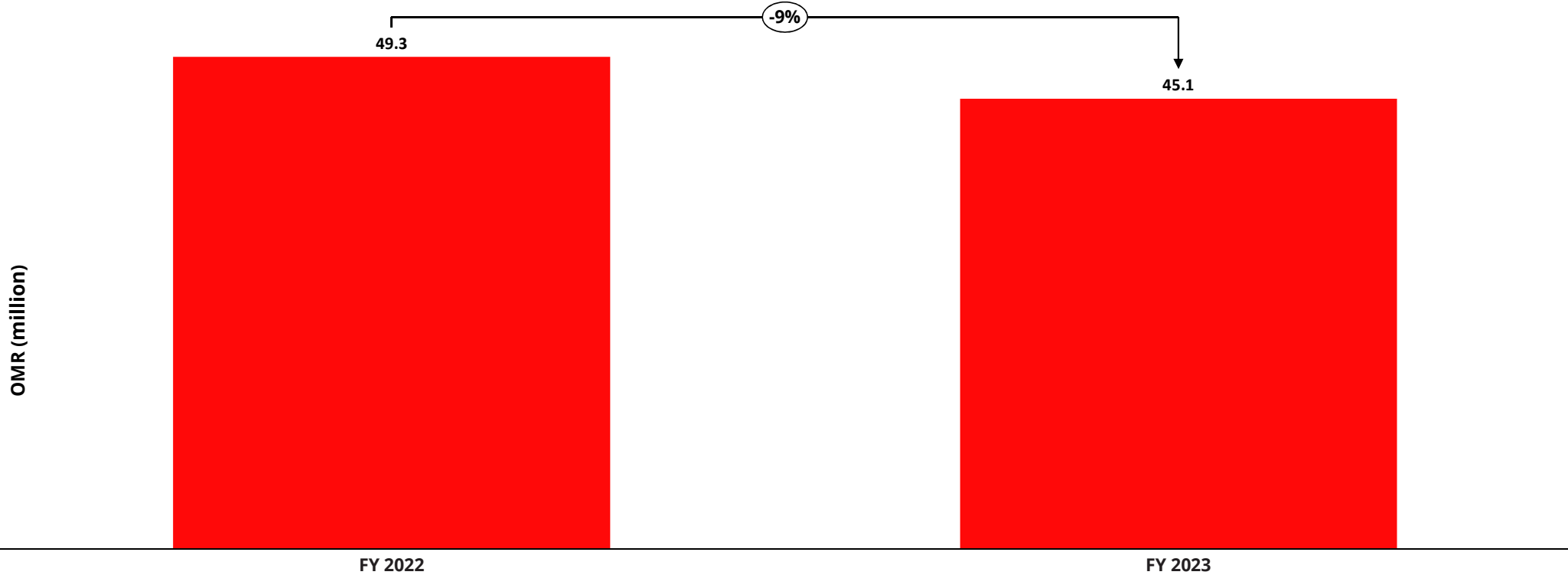
Network, interconnect and other operating expenses



- 2023 Network, interconnect, and other operating expenses has increased due to higher handset cost , ICT cost and higher SAC.

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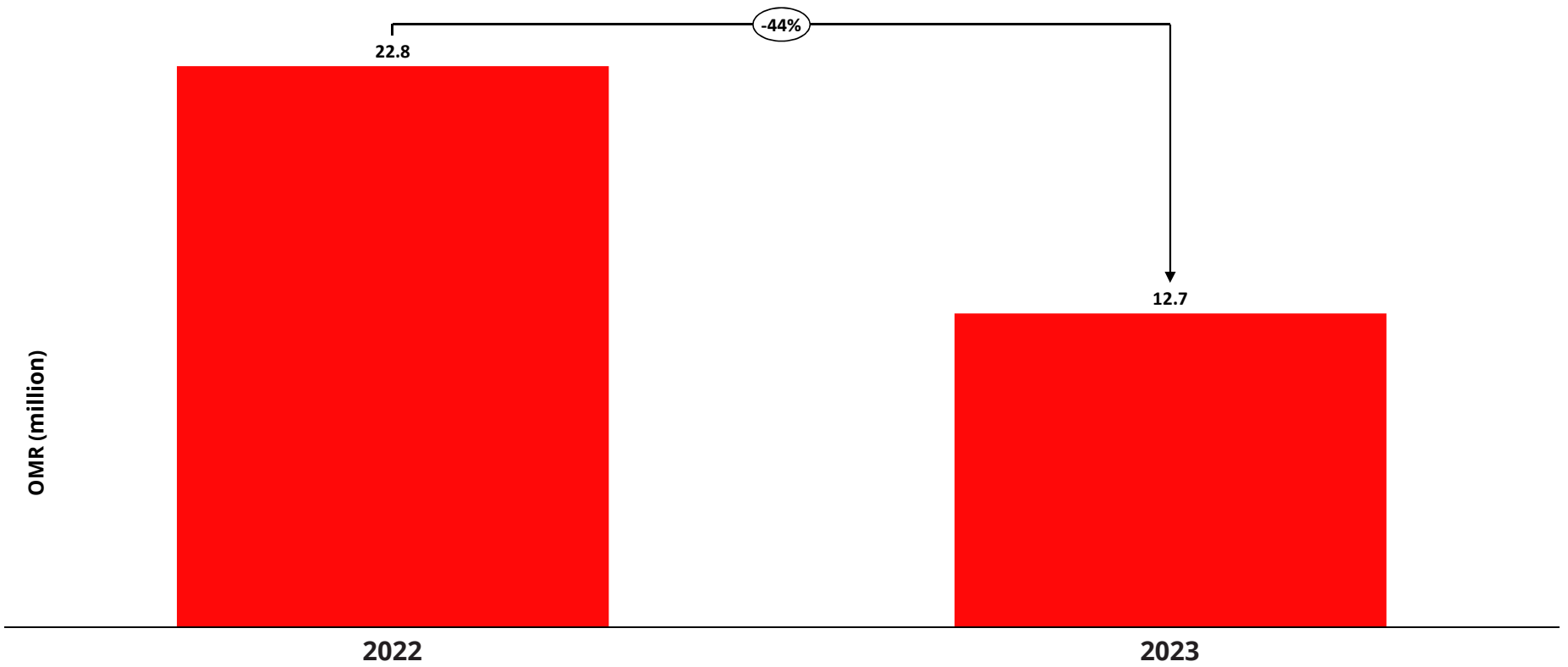
Capital Expenditure (CAPEX)



- Ooo continue to spend in 5G rollout enhancing digital & WS capabilities

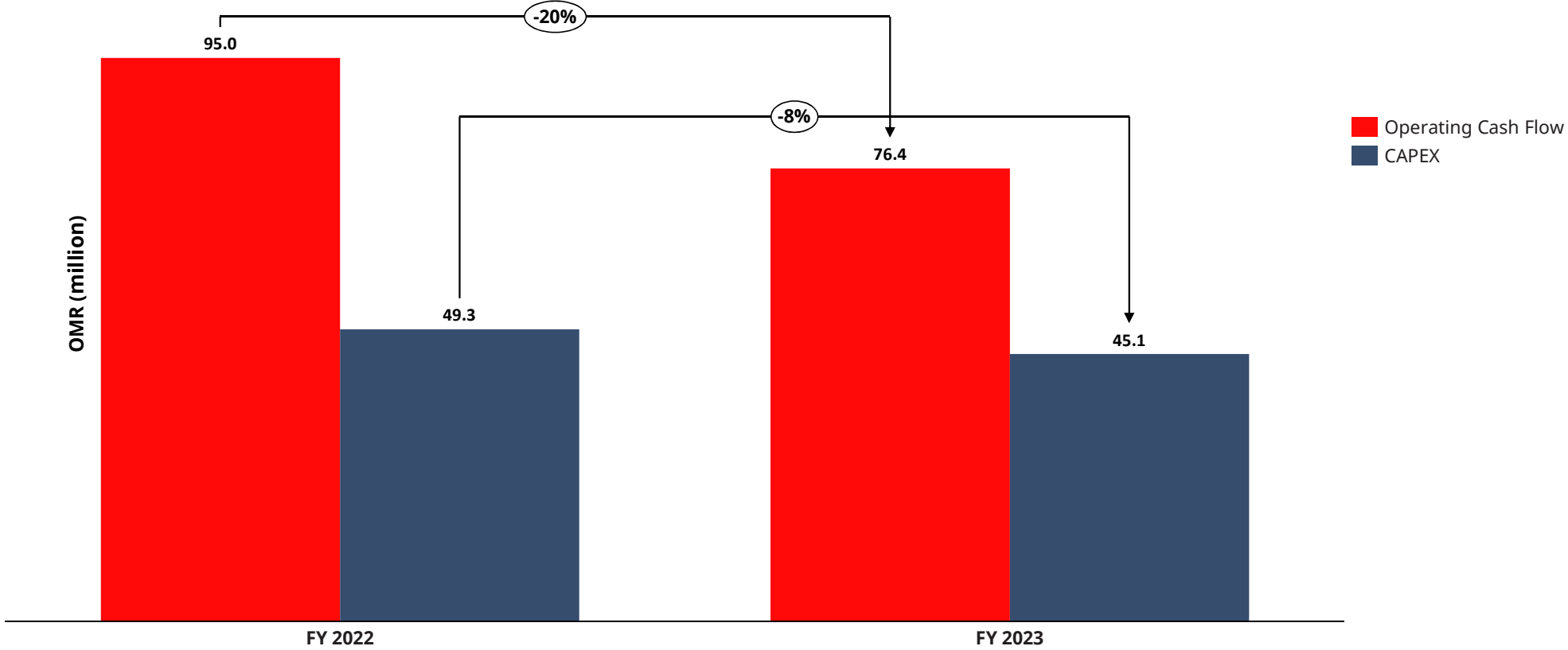
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Profit before tax



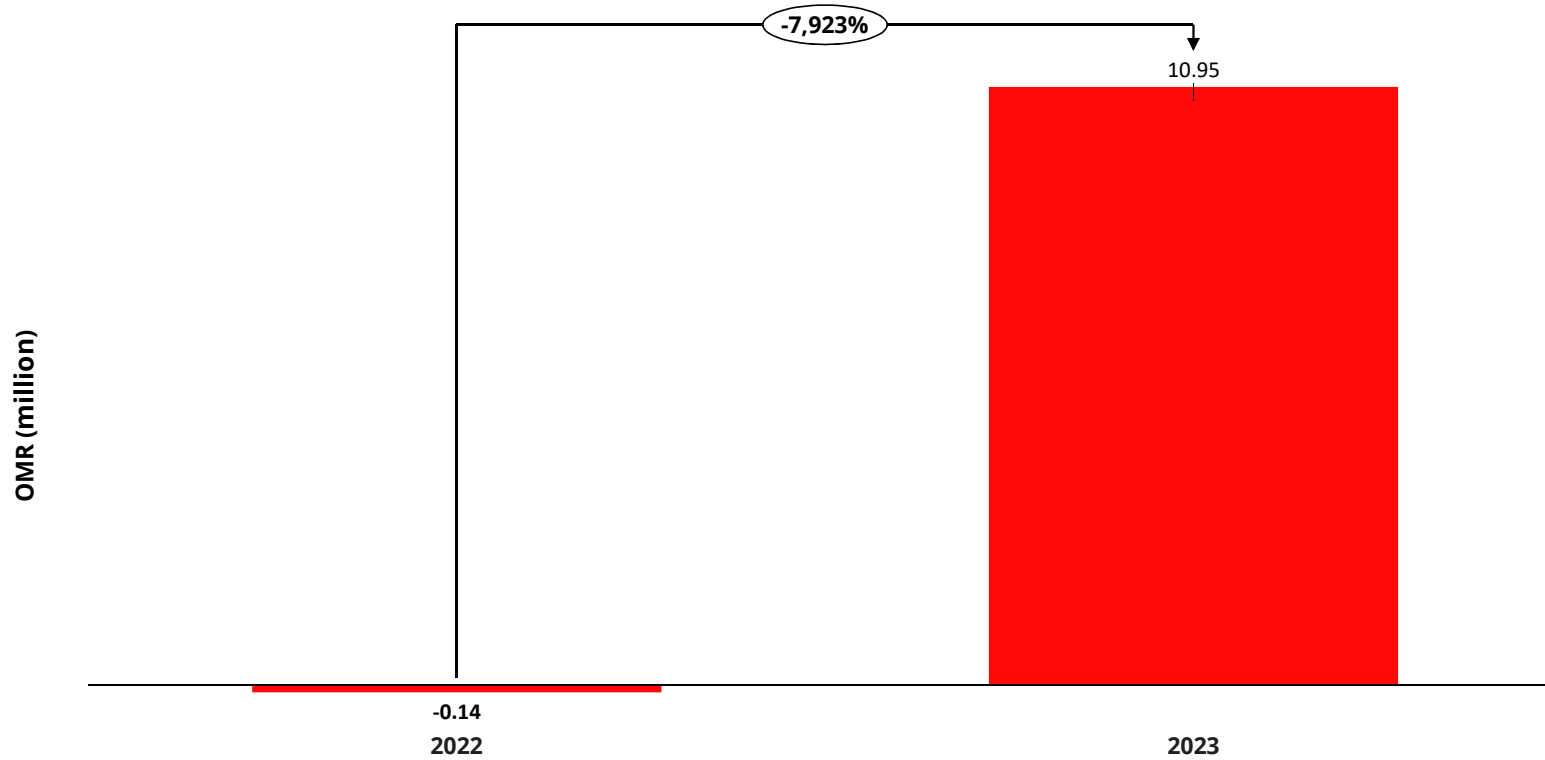
- Decline in FY Profit before tax was impacted by lower EBITDA

Net cash from operating activities



- Cash flow from operation is lower in FY'23 impacted by lower income as well as reduction in trade and other payables.

Net Debt



- 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 1.7%
- Ooredoo Oman close the year with a YTD revenue reduction than last year by 0.96% impacted by reduction of mobile prepaid, wholesale and fixed sales and it was partially offset by the increase of revenue in Postpaid & ICT revenues.
- In 2023, OO managed to increase it's fixed 5G base by 27% vs. 2022

▪ **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. 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 of gross margin associated with revenue mix change.
- Ooredoo Oman rolled out sites as planned in 2023



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THANK YOU

