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Results Presentation

Q1 2026 results

 25 May 2026




Disclaimer



- Omani Qatari Telecommunications Company SAOG cautions investors that certain statements contained in this document state Omani Qatari Telecommunications Company SAOG management's intentions, hopes, beliefs, expectations, or predictions of the future and, as such, are forward-looking statements.
- Omani Qatari Telecommunications Company SAOG management wishes to further caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
 - o Our ability to manage domestic and international growth and maintain a high level of customer service
 - o Future sales growth
 - o Market acceptance of our product and service offerings
 - o Our ability to secure adequate financing or equity capital to fund our operations
 - o Network expansion
 - o Performance of our network and equipment
 - o Our ability to enter into strategic alliances or transactions
 - o Cooperation of incumbent local exchange carriers in provisioning lines and interconnecting our equipment
 - o Regulatory approval processes
 - o Changes in technology
 - o Price competition
 - o Other market conditions and associated risks
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OPERATIONAL OVERVIEW



Saoud Al-Riyami | CEO



Macro Economic Environment



GDP (Outlook) ¹

3.5%

2025: 2.4%

Inflation (Outlook) ¹

1.7%

2025: 1.0%

Oman Credit Rating

S&P

BBB-

Moody's

Baa3

FitchRatings

BBB-

Debt To GDP

33.0%

2025: 35.4%

Oil Price/BRL ²

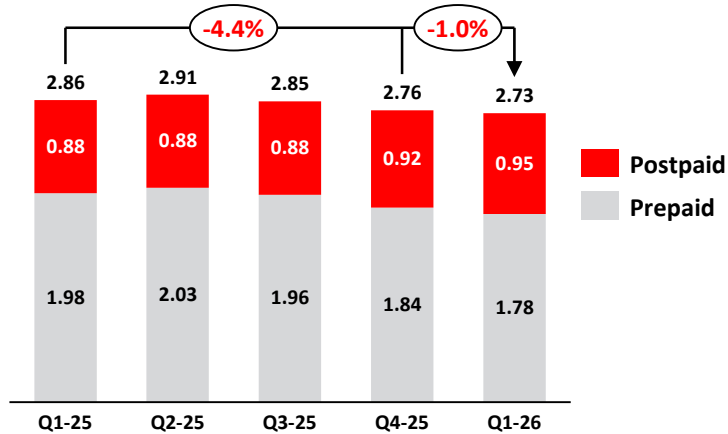
\$81.3

2025: \$80.8

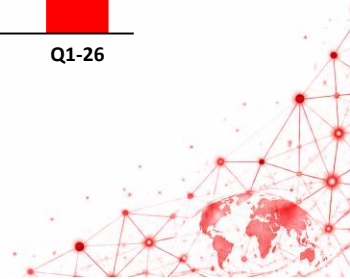
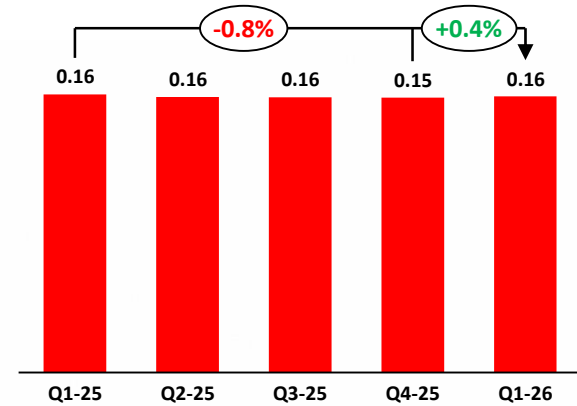
Operational Overview | Customer Base



Mobile Subscribers (million)



Fixed Subscribers (million)



Operational Overview | Awards



**The Green
Certificate &
ISO 14001**



**Global Brands
Magazine
Awards 2025**



**Oman's Most
Trusted Brand
(OMTB) Awards
2025**



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Financial Performance Q1-26 | Highlights



Revenue

₪ 61.9m

↓ -0.1%

Vs Q1 2025



EBITDA

₪ 29.4m

↑ +7.3%

Vs Q1 2025



NET PROFIT

₪ 4.6m

↑ +144%

Vs Q1 2025



CAPEX

₪ 6.1m

↓ -2.2%

Vs Q1 2025



Key Financial Highlights



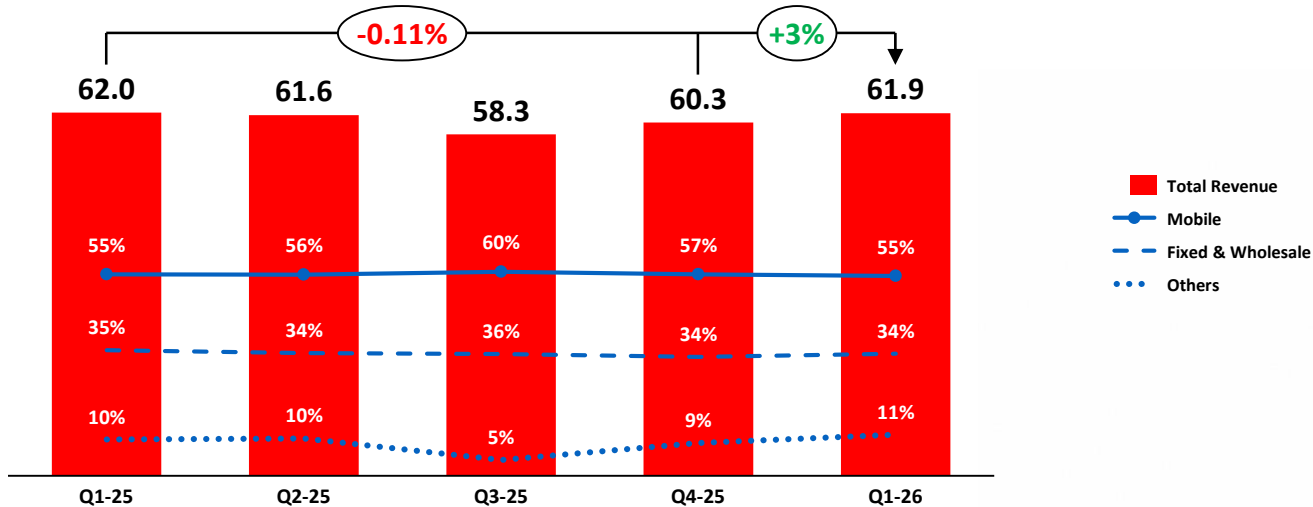
Nasser Al-Yaarubi | CFO



Key Financial Highlights | Broadly Stable Revenue



Revenue (₹ million)



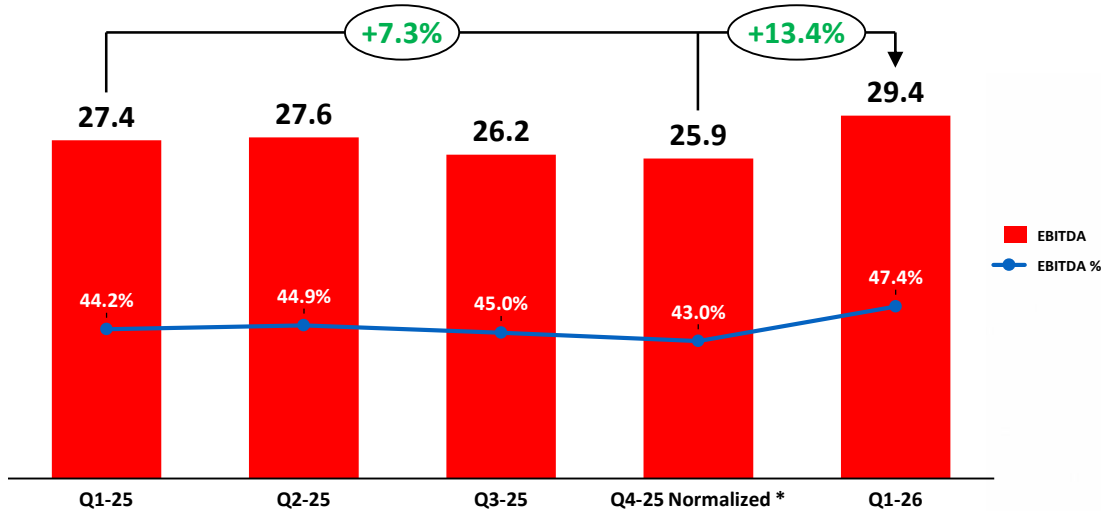
Revenue declined by 0.1% YoY impacted by lower wholesale revenue & lower mobile postpaid revenue. This is offset by growth in prepaid revenue, growth in device revenue & growth in ICT revenue.



Key Financial Highlights | Strong EBITDA Performance



EBITDA** (₹ million)



*Normalized EBITDA excluding the organization restructuring cost (Reported EBITDA was 9.9)

**EBITDA = Earning before Interest, Tax, Depreciation, Amortization, Royalty and Group Fees

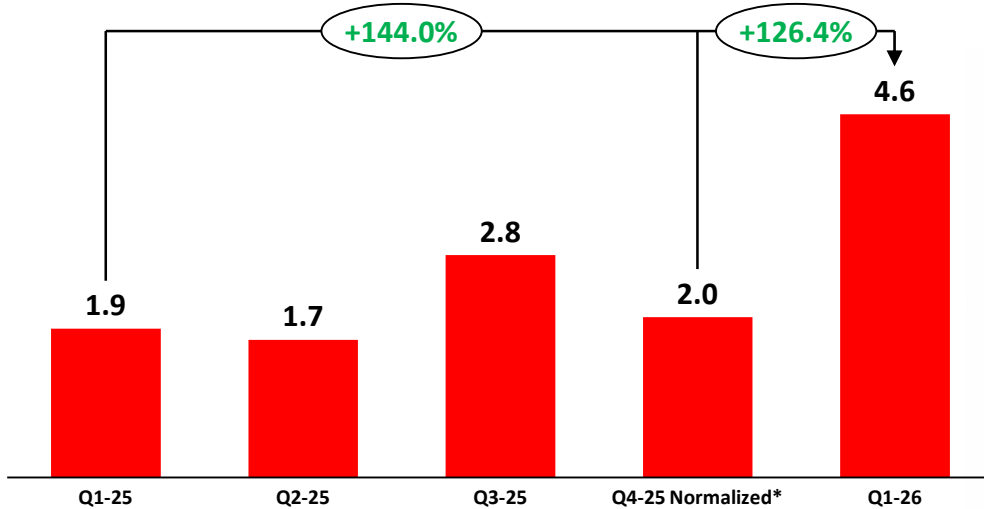
EBITDA increased by **7.3%** YoY driven by lower operating expenses.



Key Financial Highlights | Robust Bottom-Line Growth



Net Profit (₹ million)



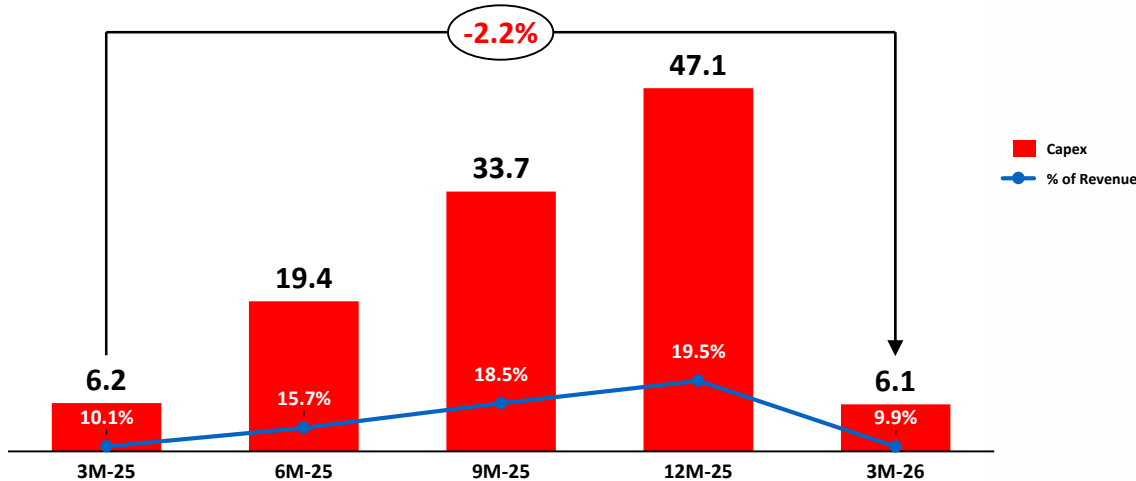
*Normalized Net Profit excluding the organization restructuring cost & Management Fees Waiver (reported Net Loss was -5.5)

Net Profit grew by 144% YoY driven by the growth in EBITDA



Key Financial Highlights | Strategic Investment Deployment

Capex (₪ million)



Capex declined by 2.2% YoY

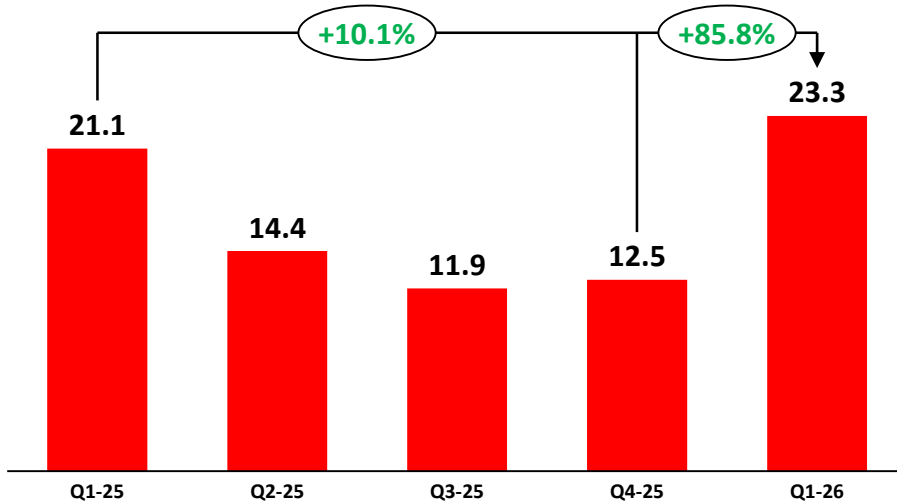
- Investment focus on enhancing coverage, network quality and digital infrastructure.



Key Financial Highlights | Healthy Cash Generation



Cash Flow (EBITDA – Capex) (₹ million)



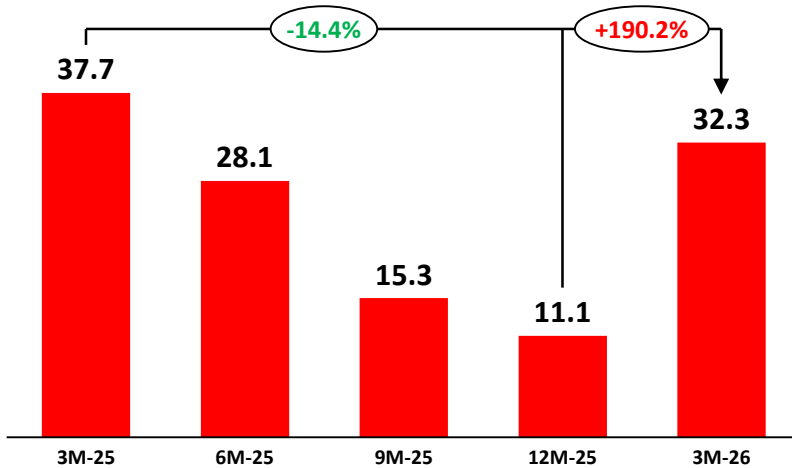
Cash Flow (EBITDA-Capex) increased by 10.1% YoY driven by higher EBITDA & lower Capex



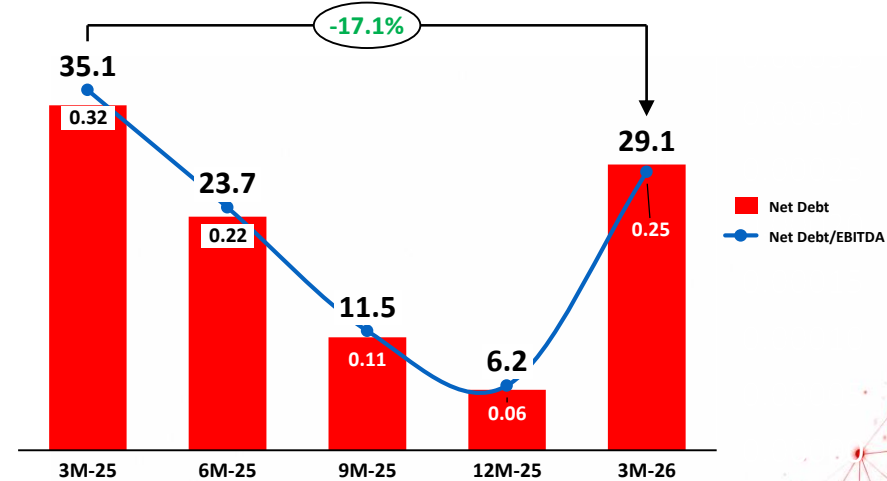
Key Financial Highlights | Efficient Financial Management



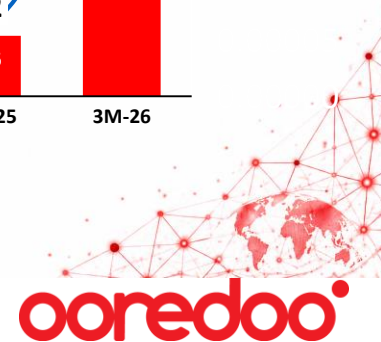
Gross Debt (₹ million)



Net Debt (₹ million)



Gross Debt decreased by 14.4% YoY driven by favorable working capital movement.



FY 2026 Priorities



Saoud Al-Riyami | CEO



FY 2026 Priorities



Organization



- Realizing the full fiscal impact of the 2025 organizational transformation with a leaner, more agile structure
- Completing the final phase of nationwide 5G densification and optimizing capacity in high-traffic hubs
- Continue to push 2026 efficiency programs into measurable bottom line savings and margin expansion

Growth



- Activating full fledged tech solutions for enterprise clients, transitioning from "onboarding" to "revenue-acceleration" phase
- Maximizing free cash flow through disciplined working capital management
- Scaling the "Ooredoo Academy" to upskill talent in AI and digital services to support a modernized performance driven culture

Efficiency



- Executing autonomous workflows to maintain operational efficiency.
- Leveraging data driven capital allocation to ensure maximum return.





Q & A



THANK YOU

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IR App



Annual Report 2025

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