Results Presentation

Q3 2026 Results

18 November 2026



Presenters



Nasser Al-Yaarubi | CFO



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  - 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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Company Performance Overview

Saoud Al-Riyami | CEO



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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

34.4%

2025: 35.4%

Oil Price/BRL [2]

Avg. $83.3

2025: Avg. $72.1

Sources:
1- IMF
2- NCSI

Financial Performance 9M-26| Highlights

Revenue

183.7m

+1.0%

Vs 9M 2025

EBITDA

86.7m

+6.8%

Vs 9M 2025

NET PROFIT

12.7m

+98.4%

Vs 9M 2025

CAPEX

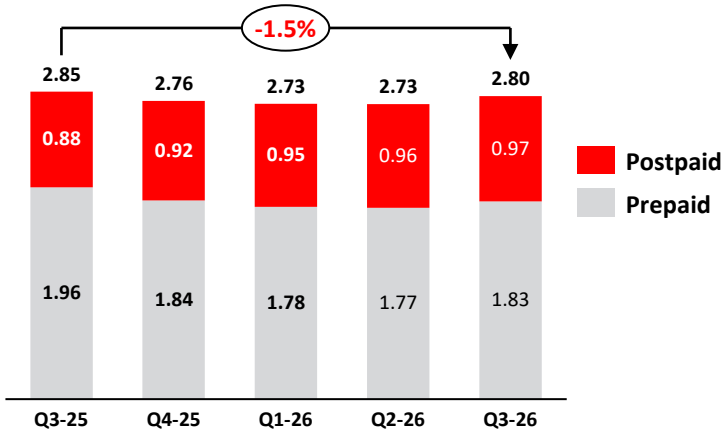
37.3m

+10.6%

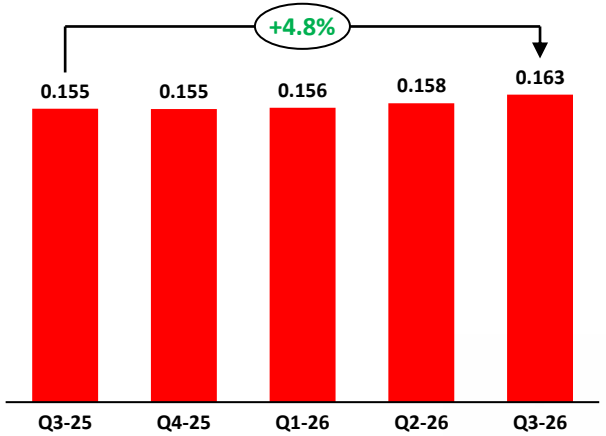
Vs 9M 2025

Operational Overview| Customer Base

Mobile Subscribers (million)



Fixed Subscribers (million)



Operational Overview| Awards



TAS Oman Business Awards 2026



Tax Excellence Card



MEIRA Sliver Standard Award

Financial Performance Overview

Nasser Al-Yaarubi | CFO



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Financial Performance Q3-26| Highlights

Revenue

61.7m

+5.9%

Vs Q3 2025

EBITDA

29.0m

+10.7%

Vs Q3 2025

NET PROFIT

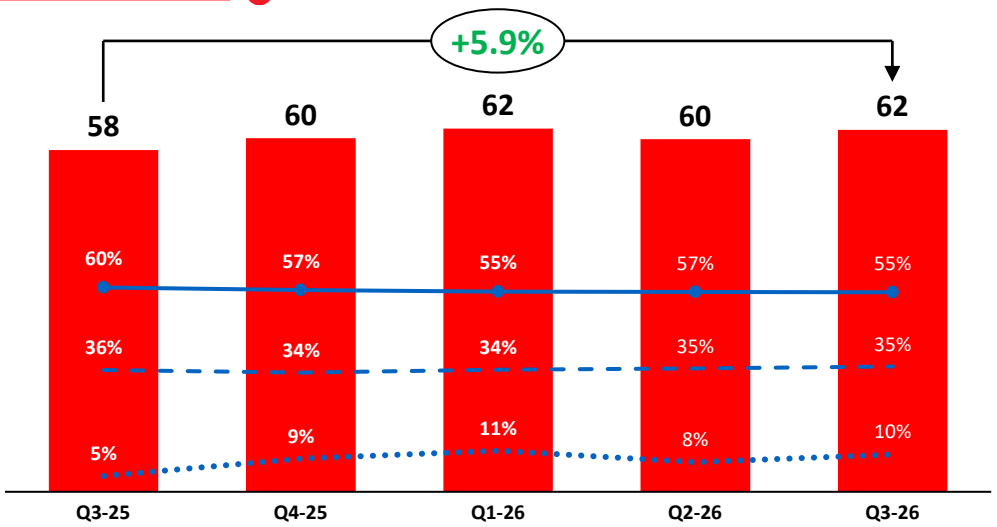
4.4m

+57.3%

Vs Q3 2025

Key Financial Highlights| Broadly Stable Revenue

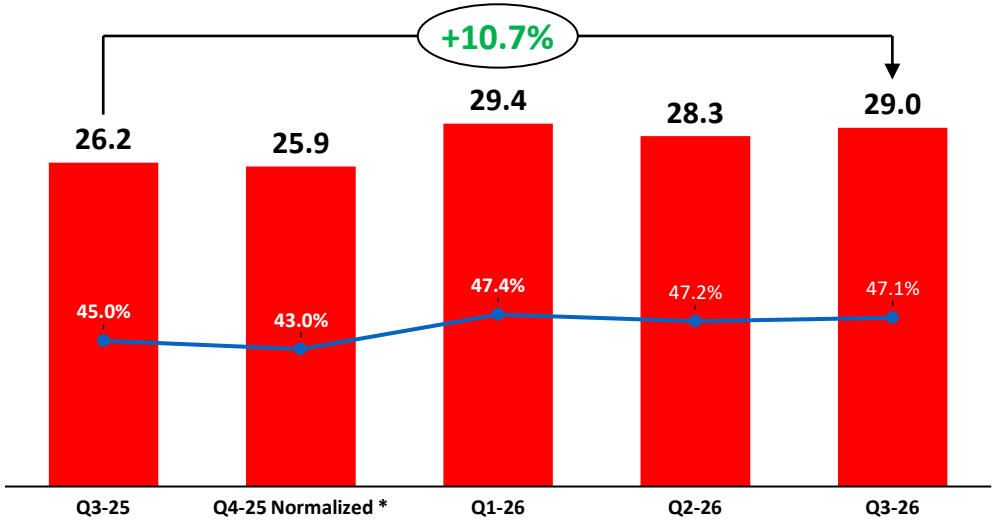
Revenue (QAR million)



Revenue Increased by **5.9%** YoY growth is driven by higher devices & ICT revenue. This is offset by lower mobile revenue.

Key Financial Highlights| Strong EBITDA Performance

EBITDA** (QAR million)



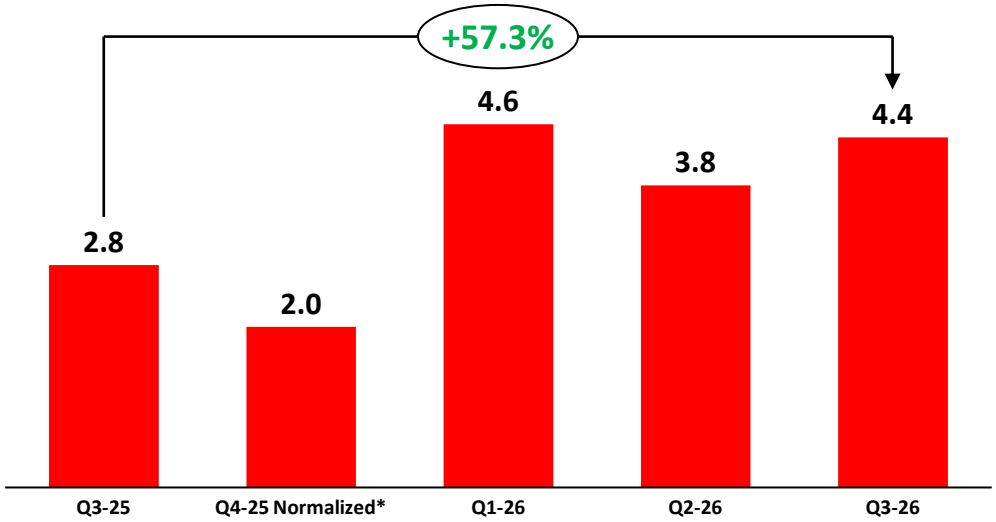
*Normalized EBITDA excluding the organization restructuring cost (Reported EBITDA was 9.9)

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

EBITDA increased by **10.7%** YoY driven by lower operating expenses.

Key Financial Highlights| Robust Bottom-Line Growth

Net Profit (QAR million)

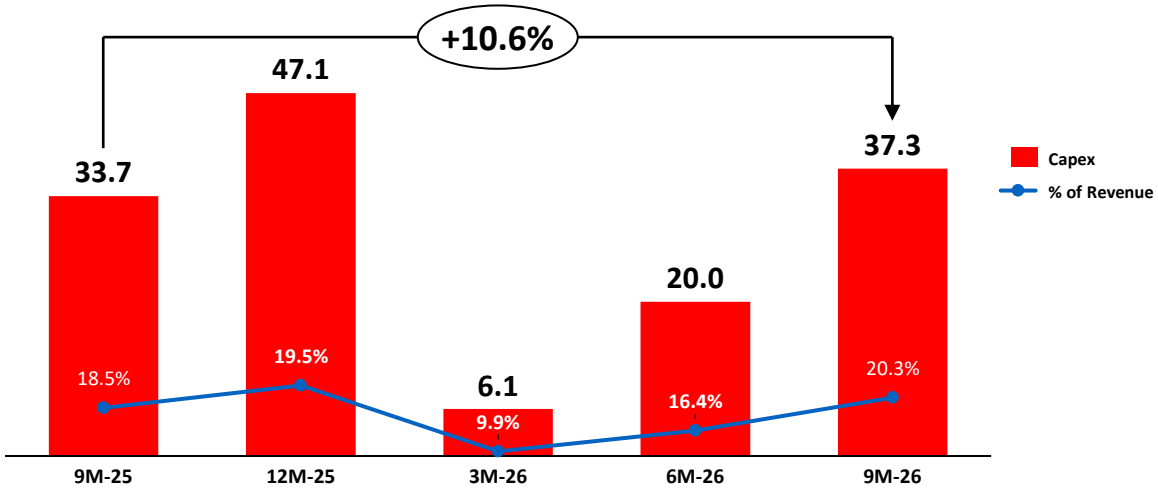


*Normalized Net Profit excluding the organization restructuring cost & Management Fees Waiver (reported Net Loss was -5.5)

Net Profit grew by **57.3%** YoY driven by the growth in EBITDA. The period of Q3-25 includes Royalty reversal of QAR 1.6m for the period 9M 2025. This is attributed to rate reduction for mobile (12% to 10%)

Key Financial Highlights| Strategic Investment Deployment

Capex (QAR million)

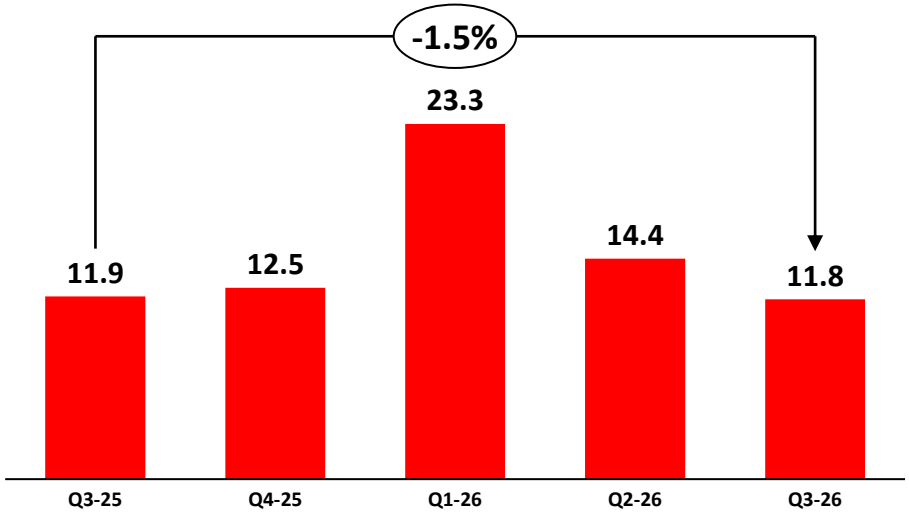


Capex increased by **10.6%** YoY

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

Key Financial Highlights| Healthy Cash Generation

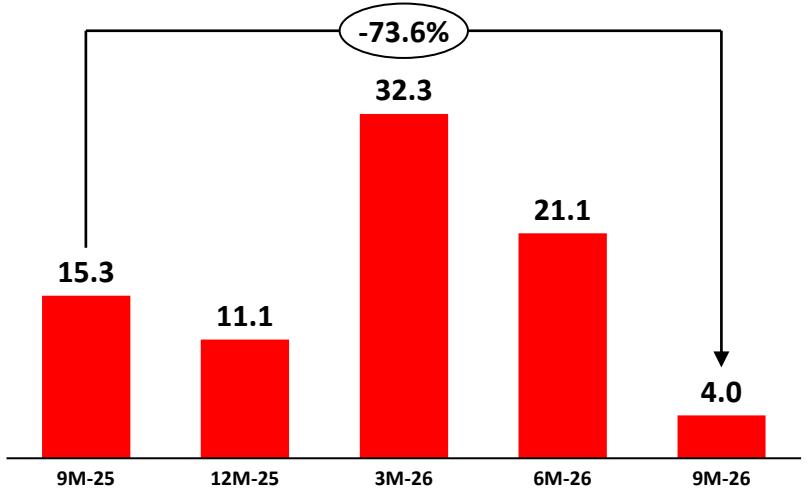
Cash Flow (EBITDA – Capex) (QAR million)



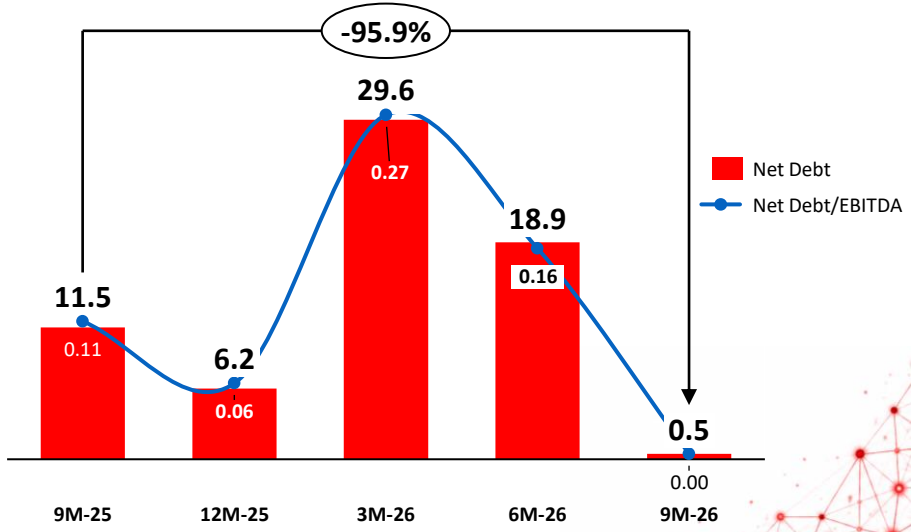
Cash Flow (EBITDA-Capex) decreased by **-1.5%** YoY driven by higher CAPEX.

Key Financial Highlights| Efficient Financial Management

Gross Debt (QAR million)



Net Debt (QAR million)



Gross Debt decreased by **73.6%** YoY driven by favorable working capital movement.

FY 2026 Priorities

Saoud Al-Riyami | CEO

FY 2026 Priorities

Organization



- Continue the positive financial momentum
- Focus on realizing transformation benefits, & cost discipline
- Advancing nationwide 5G, and wholesale presence
- Strong focus on superior customer experiences

Growth



- Monetizing assets & strengthening market position
- Accelerating project delivery for value realization
- Sustaining performance through disciplined cost control
- Maintaining leadership in key segments

Efficiency



- Accelerating autonomous workflows, driving efficiency gains & stronger operational performance
- Optimizing data-driven capital allocation, & accelerating value realization
- Controlling COGS & OPEX discipline, & protecting margins

Q & A



THANK YOU

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