

# Ooredoo Oman Performance – Q1 2018

**Investor Presentation**

7 May 2018  
Conference Call



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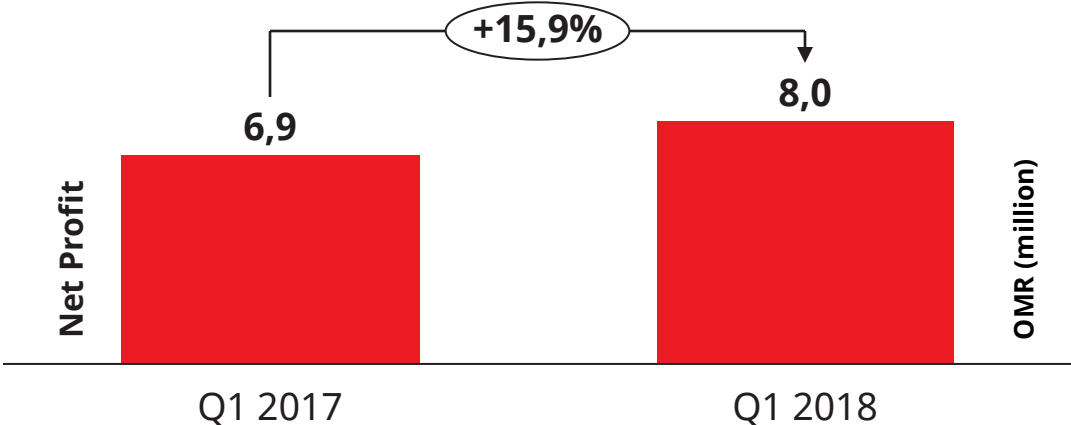
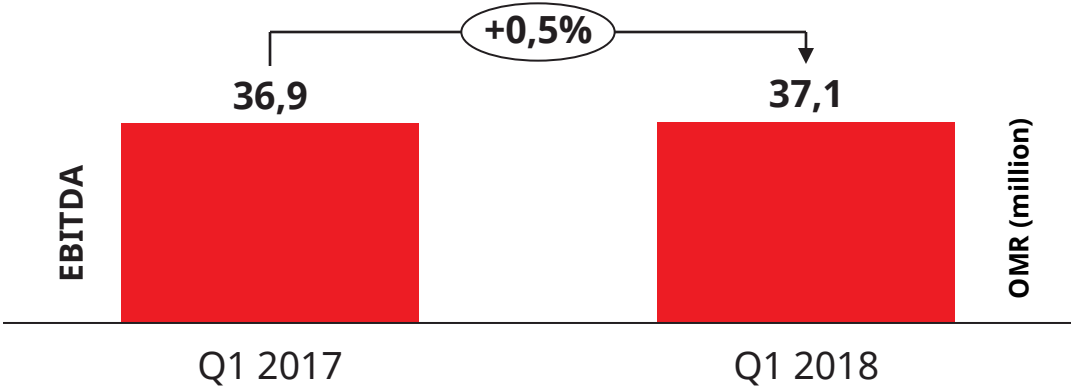
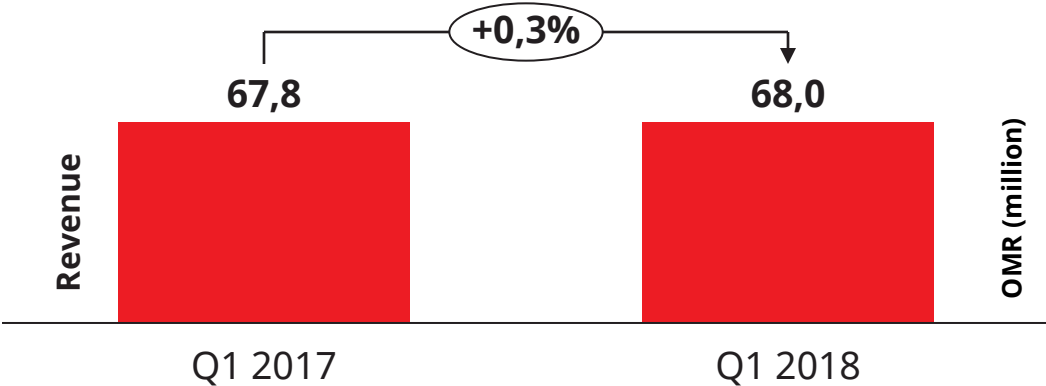
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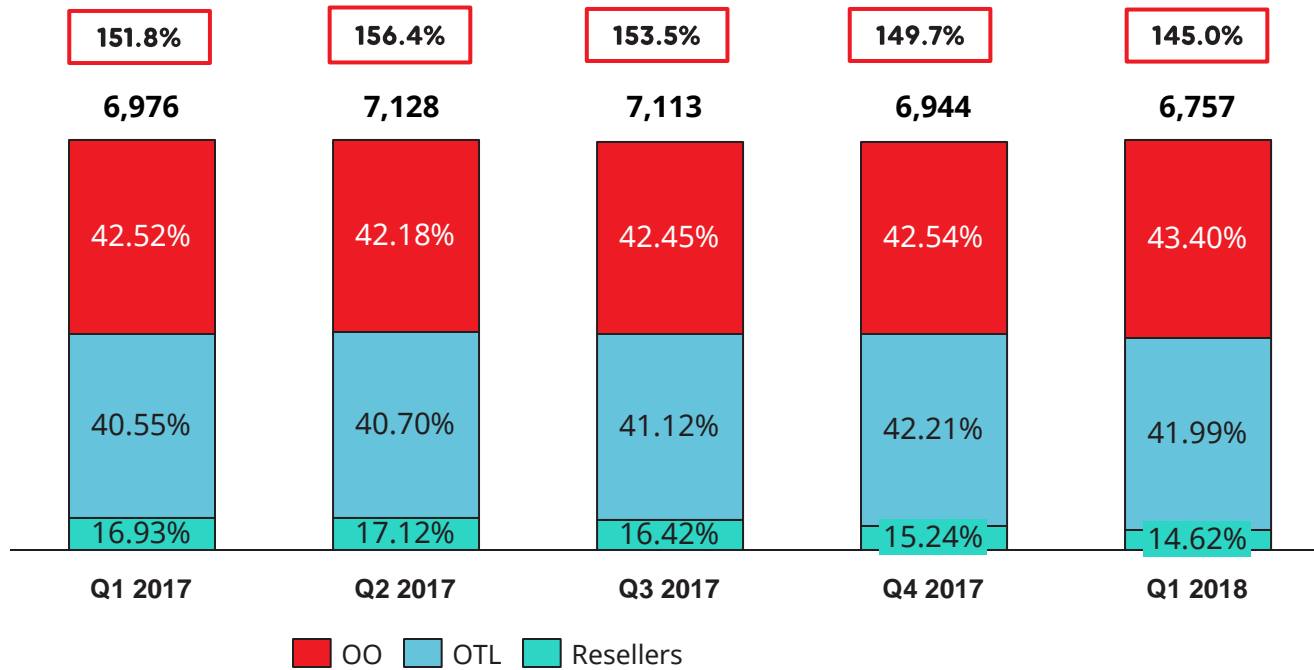
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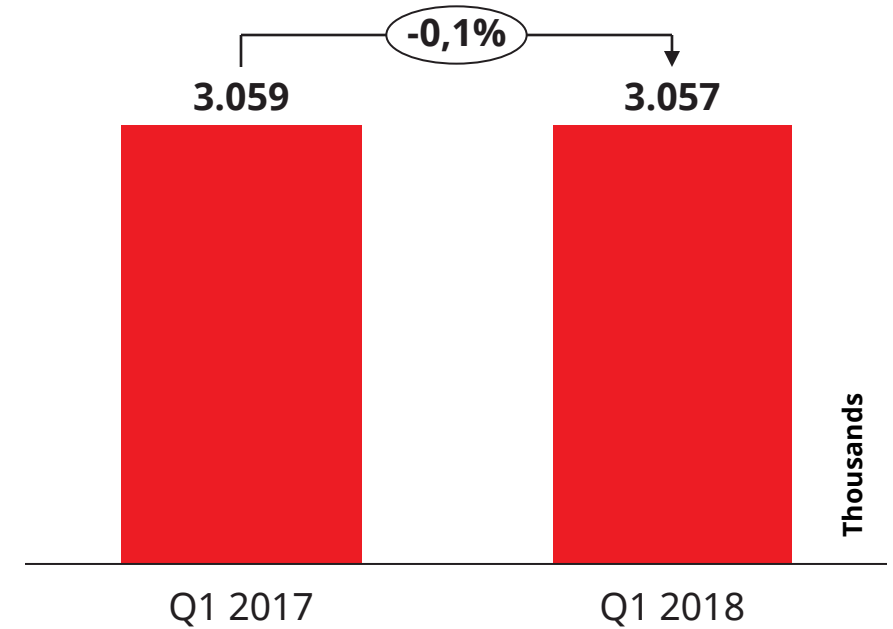
# Q1 2018- Revenue , EBTIDA, and Net Profit (NP)



# Market Share – Market leadership

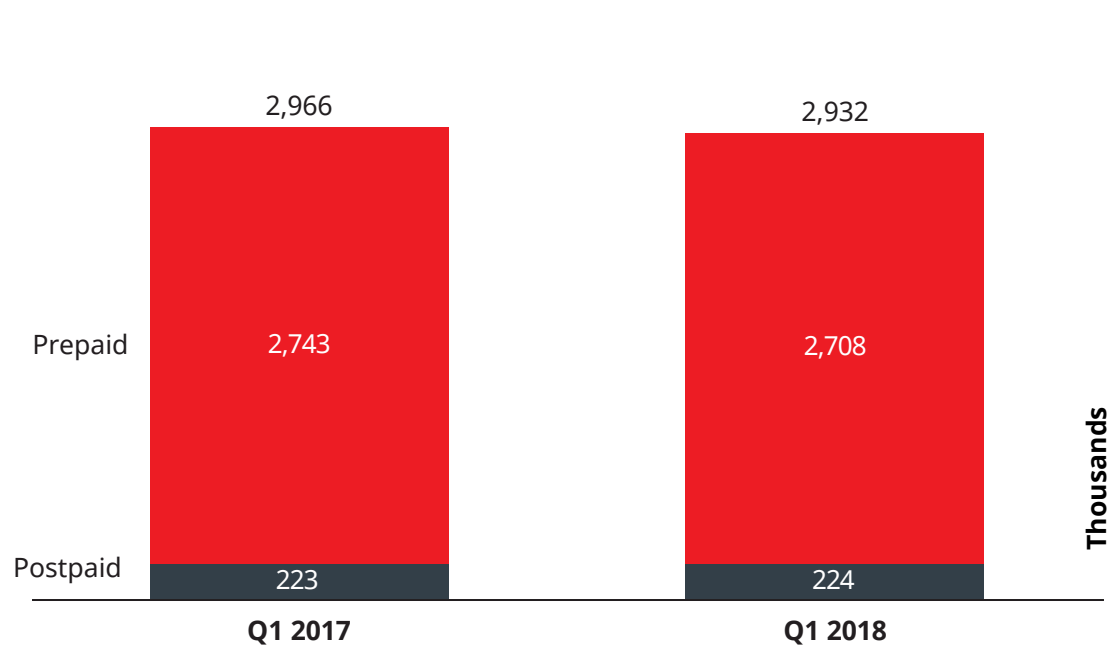


Oman Mobile Market Share - Customers

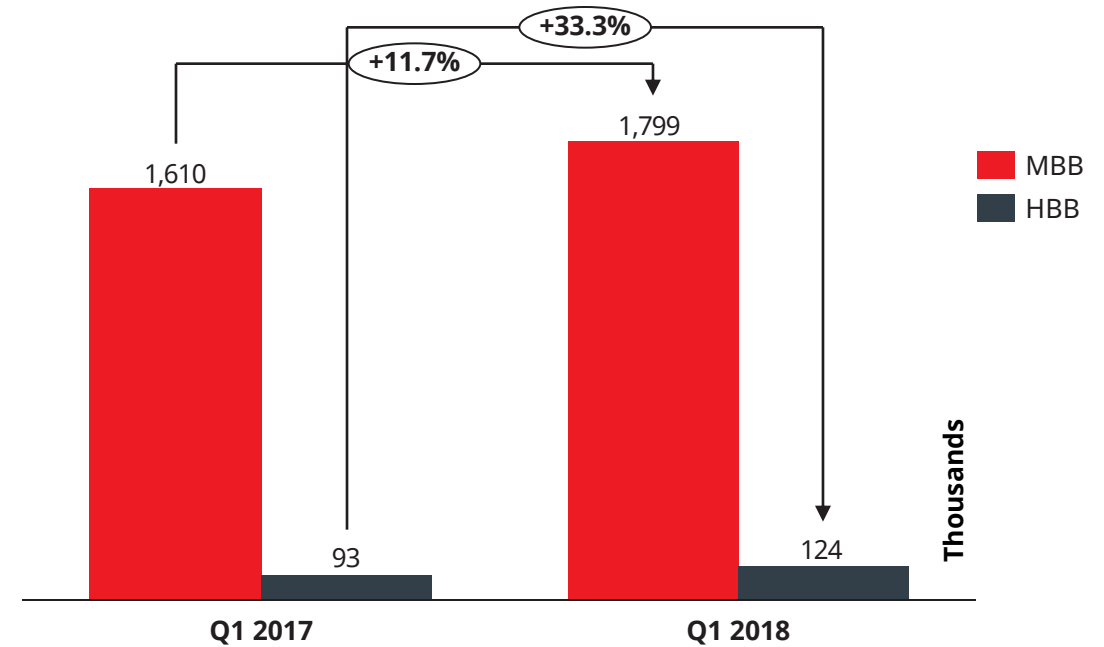


Ooredoo Oman Total Customers

# Market Share – Strong Market share in both mobile and fixed segments



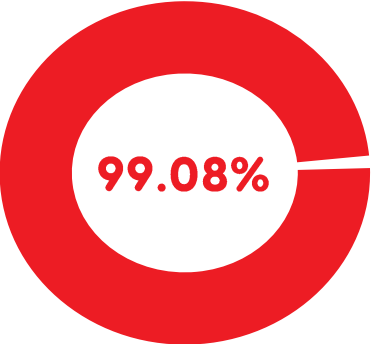
Ooredoo Oman Mobile Market Share - Customers



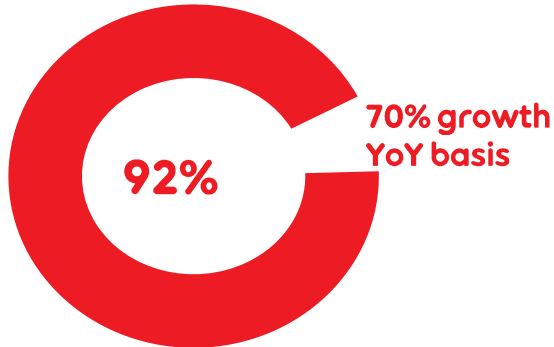
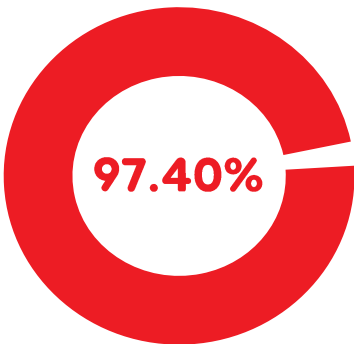
Ooredoo Oman MBB and HBB customers

# Network Coverage – Rapid growth in 4G coverage

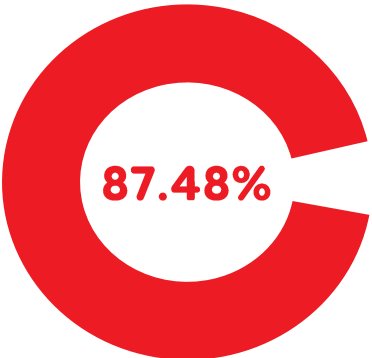
2G Population



3G Population



4G LTE Population



Fast HBB (households)

## Network & IT focus areas:

- 450 LTE sites is completed on time by end of Q1 , Reaching 92% LTE population coverage.
- 4G coverage growth is ongoing and it will reach 3G coverage by Q3.
- SWAP project for 525 sites “modernization” is in progress providing better 3G and 4G coverage to rural areas, 344 sites Swapped till end of Q1.
- Roll out of FTTH Pops are in progress.
- Ooredoo Own FTTH in selected Micro Areas (at PO issuance stage).
- IFRS 15 reporting development completed
- Digital Enablement platform (Matrixx) Integration with IT systems completed.

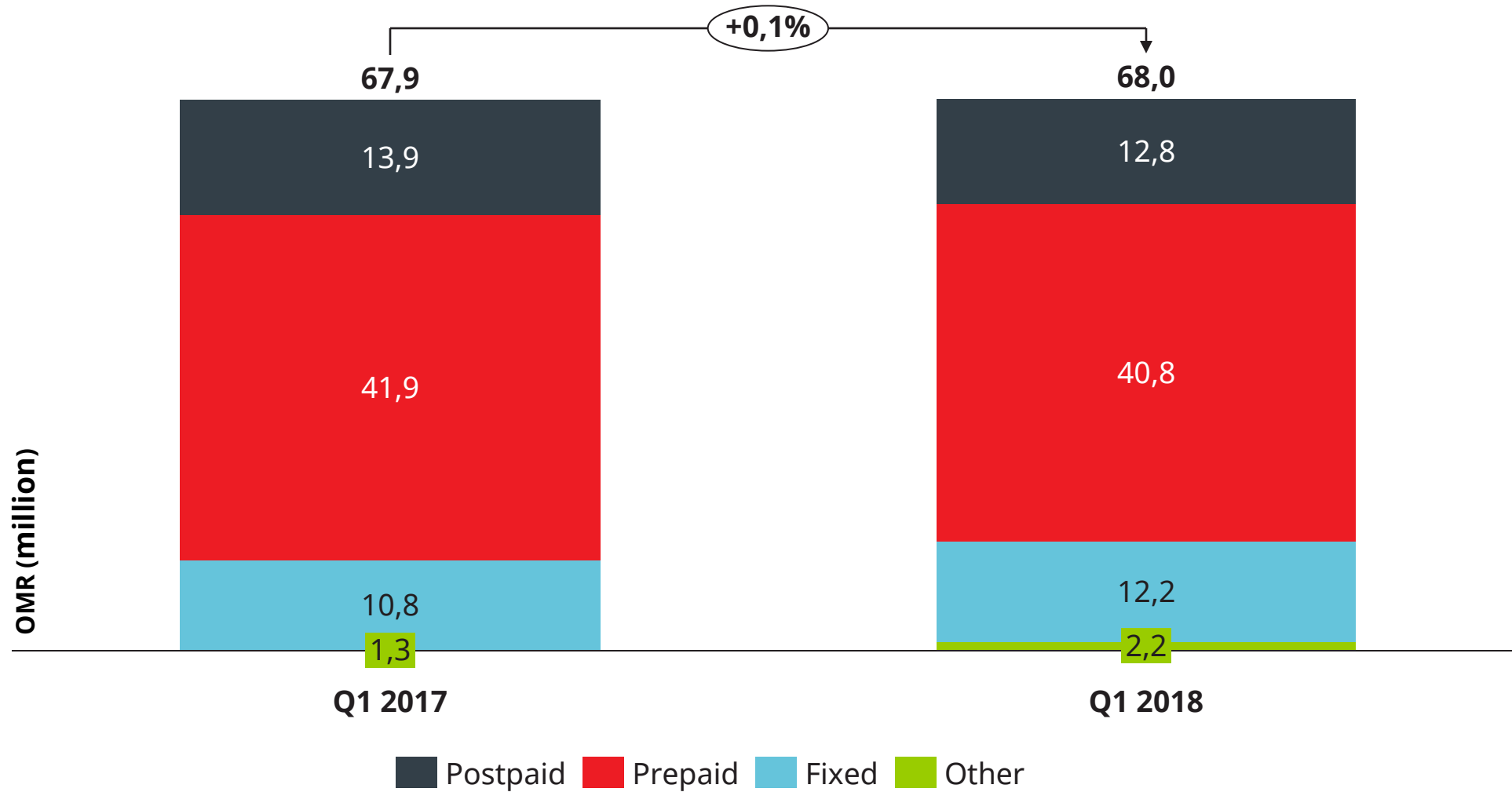
# Achievements, Offers & Awards

- Continued strong growth in home broadband revenues growing 34% in Q1 2018 vs. Q1 2017
- Mobile Data revenue grew by 8% in Q1 2018 vs. Q1 2017 offsetting voice revenue decline
- Brand Equity Index (BEI) ,In Q1, grew from 4.7 to 4.8 and Ooredoo continues to lead in the telecom category
- 4G MBB population coverage increased from 54% to 92% (YoY) after a completion of new 300 LTE-FDD sites in Q1 2018
- Continued increase in Ooredoo Oman App users and more than 2mn customers in Nojoom program
- Special offers launched in Q1 2018 to drive revenues and customer engagement
- E-Bill reached in Q1 2018 reached 90.18% compared to 85% in Q1 2017



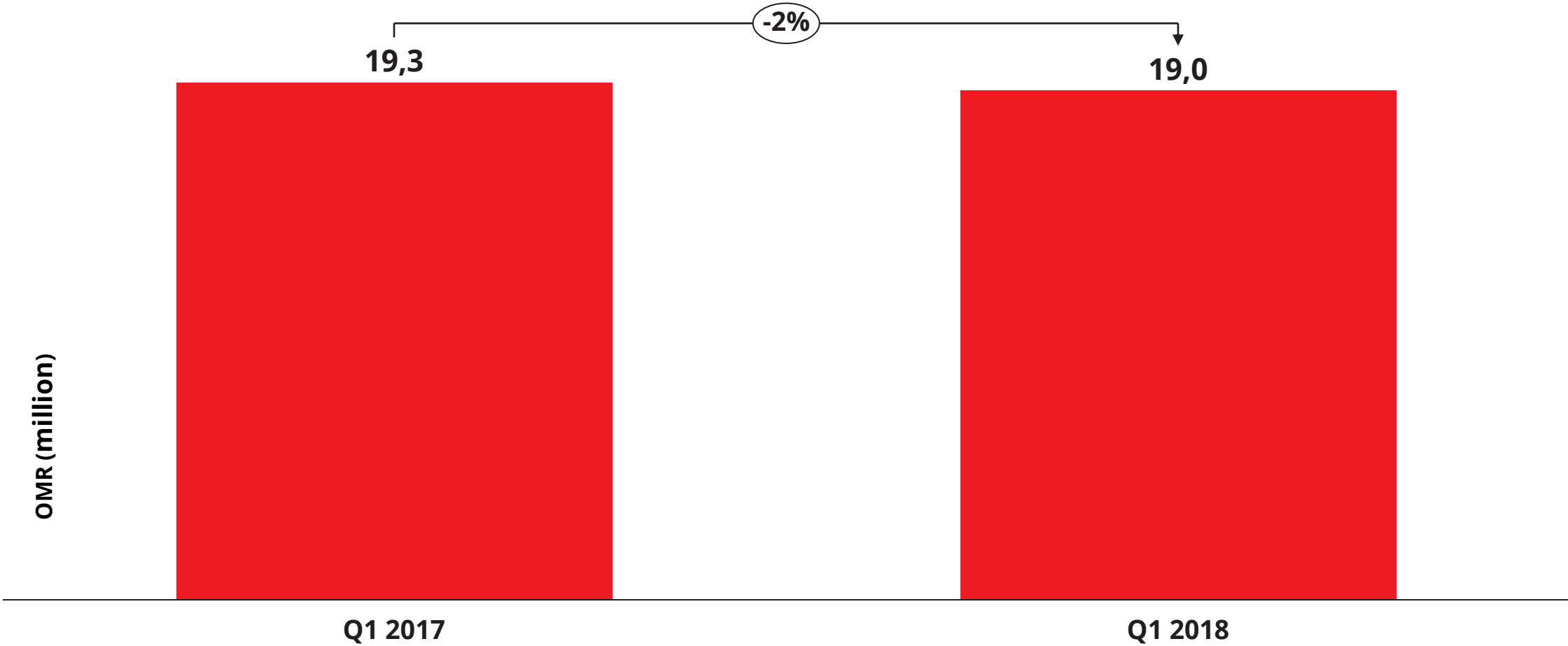
**Best Merchant from Bank Muscat**

# Revenue – Increase in Revenue is driven by growth of fixed Home Broadband revenue.



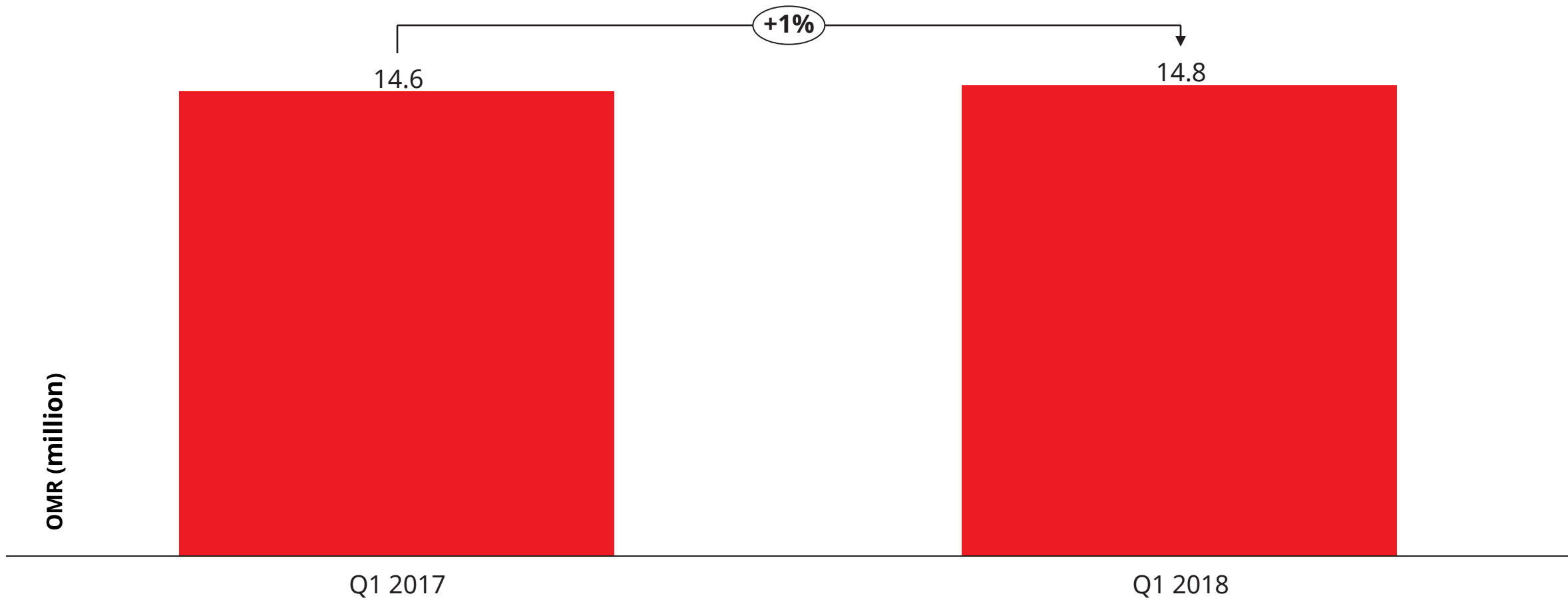


**Operating Expenses – Decreased in Q1 2018 mainly related with lower interconnection, premium SMS, and customer acquisition expenses. This is partially offset by higher cost associated with IT and other maintenance cost**

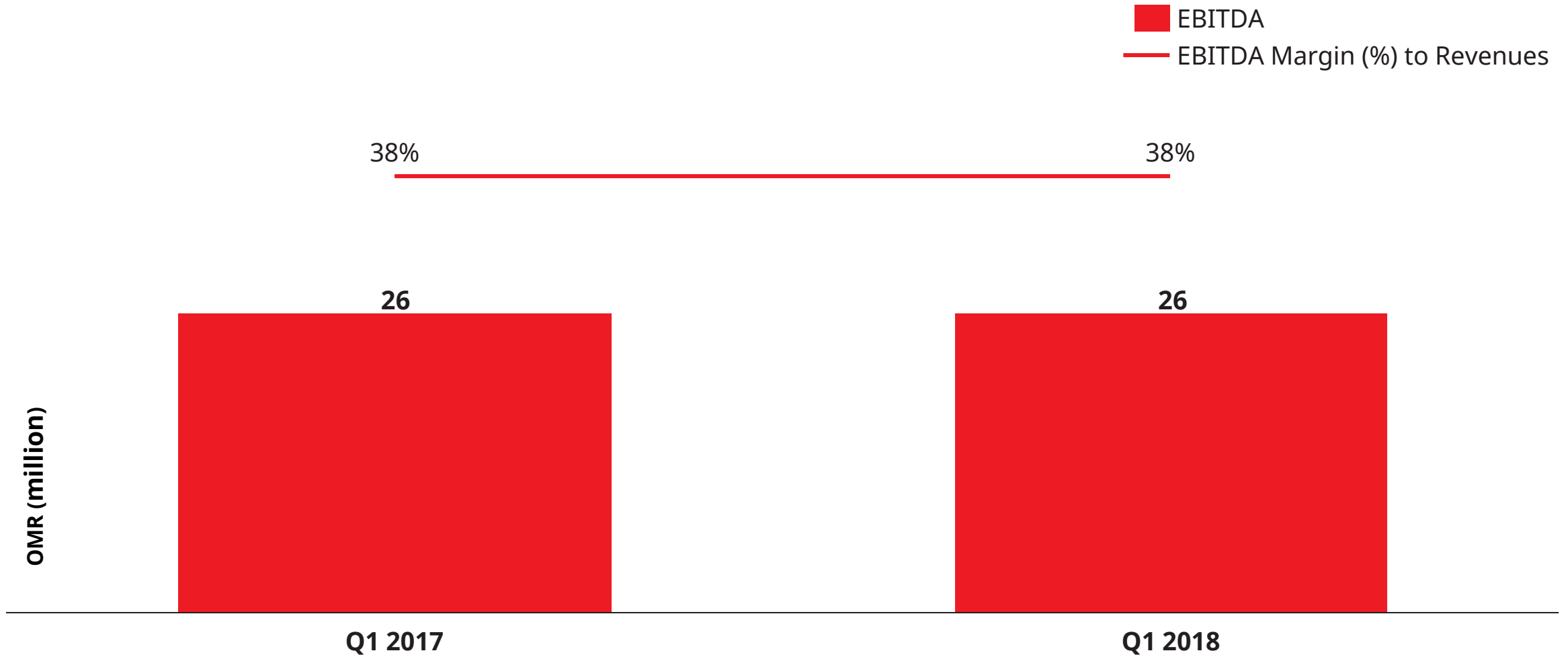


# Selling General and Administrative Expenses (SG&A)

Slight increased due to higher debit provision impacted by adoption of IFRS 9.

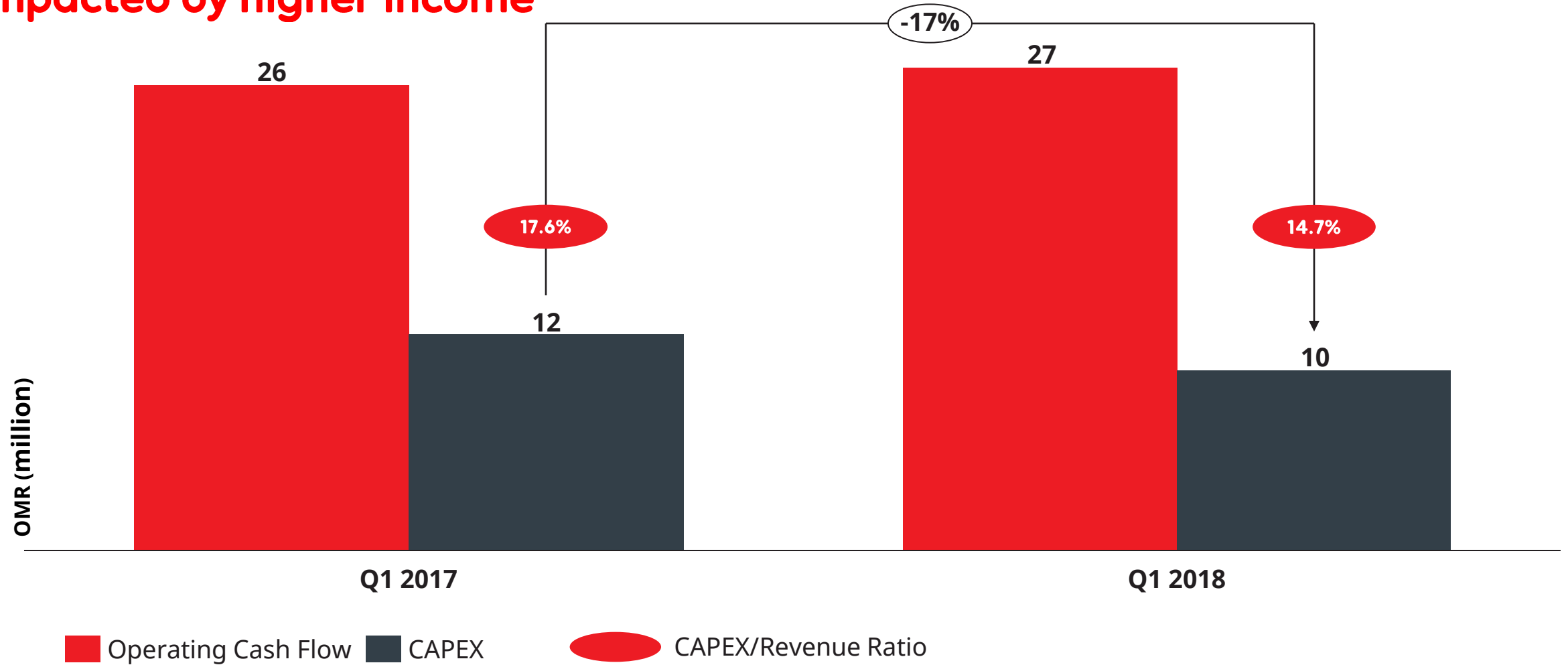


# Adjusted EBITDA\* - EBITDA remained constant at OMR 26m in Q1 2018 compared to Q1 2017.

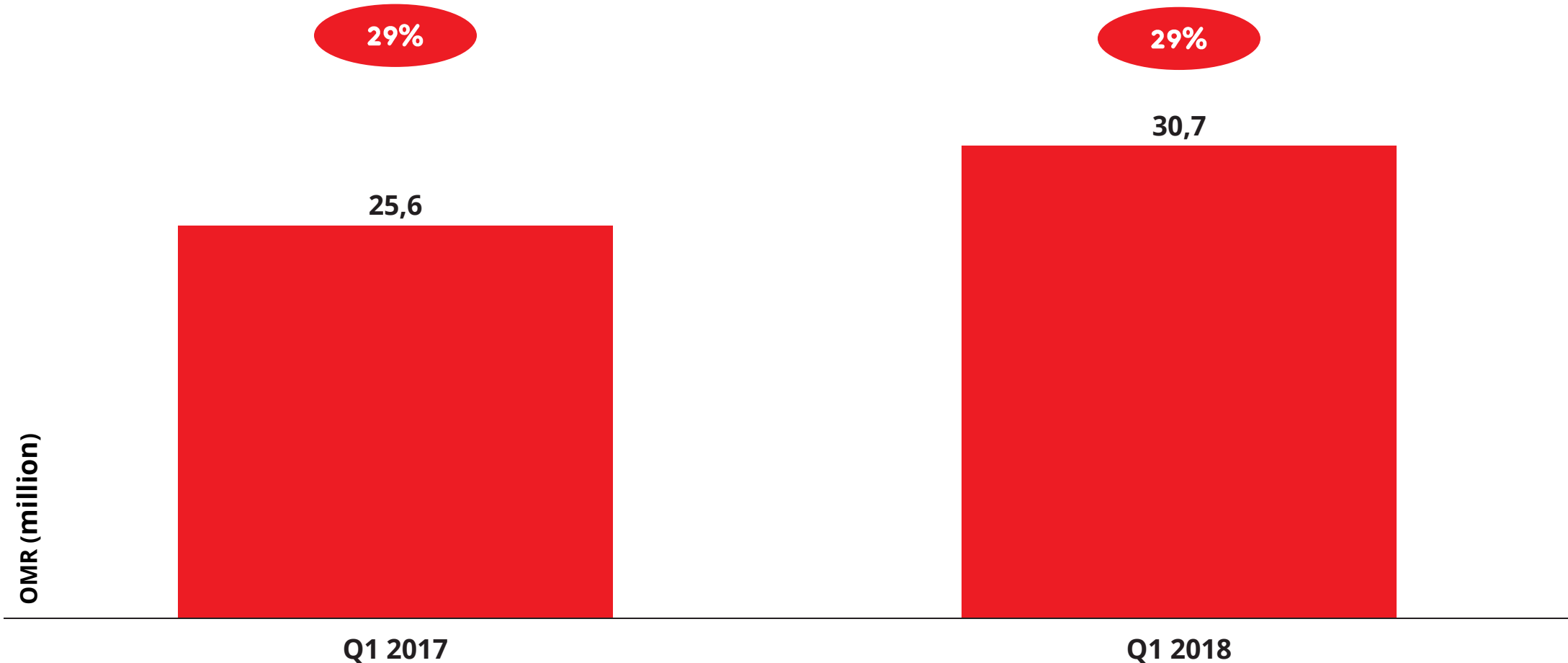


\*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

## Operating cash flow before working capital Impacted by higher income



# Net Debt/Annualized Adj. EBITDA – seasonal leverage impact



Note: Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty

# Summary

## ■ Market

- Net profit growth by double digits almost 16% YoY.
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Fixed customer base up by 33.4% in first three months of 2018

## ■ Commercial and operational

- Data represents 59% of overall revenues, increase of more than 9% YoY
- Ooredoo's Superfast Fibre Home Broadband service, which is now available to thousands of residents, extends its reach as we continue to provide coverage across the capital, so more families can enjoy our high speed connectivity
- Our customer base has remained strong throughout the first quarter as we maintain our commitment to customer service and innovation
- As the Sultanate's data experience leaders, we have fulfilled our promise of the expansion of our high-speed 4G network now covering 92% of Oman's population
- Ooredoo Oman launched a range of "1st in Oman" new products and promotions. Easy data, data roll over, new passport offers, just to list a few.
- Enhanced Ooredoo Oman app which offers customers even more convenience and full control anytime and anywhere on their smartphone is now being accessed by over 2 million subscribers.

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**Thank You**