

Ooredoo Oman Performance – Q1 2022

Investor Presentation

11th May 2022
Conference Call



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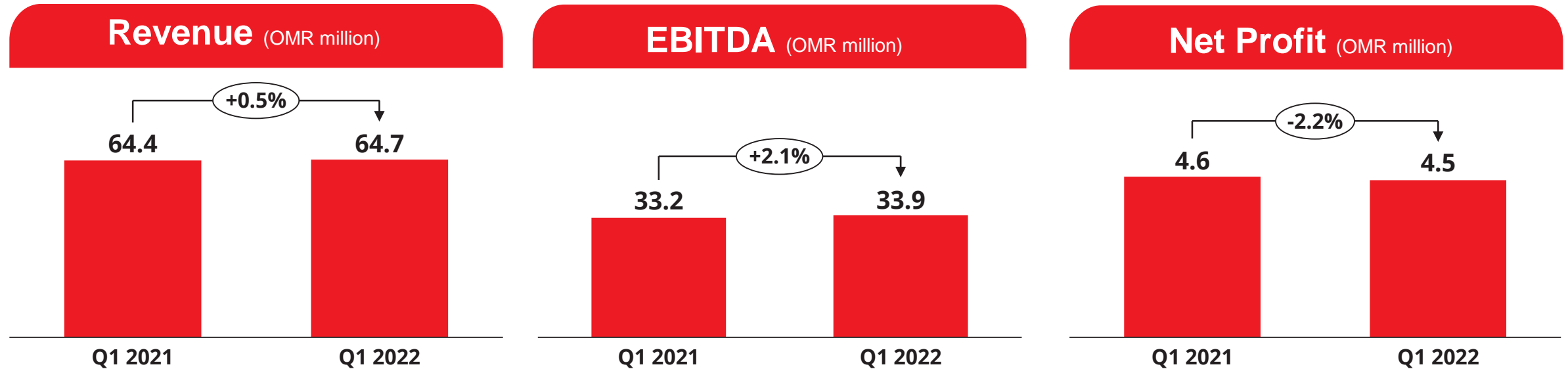
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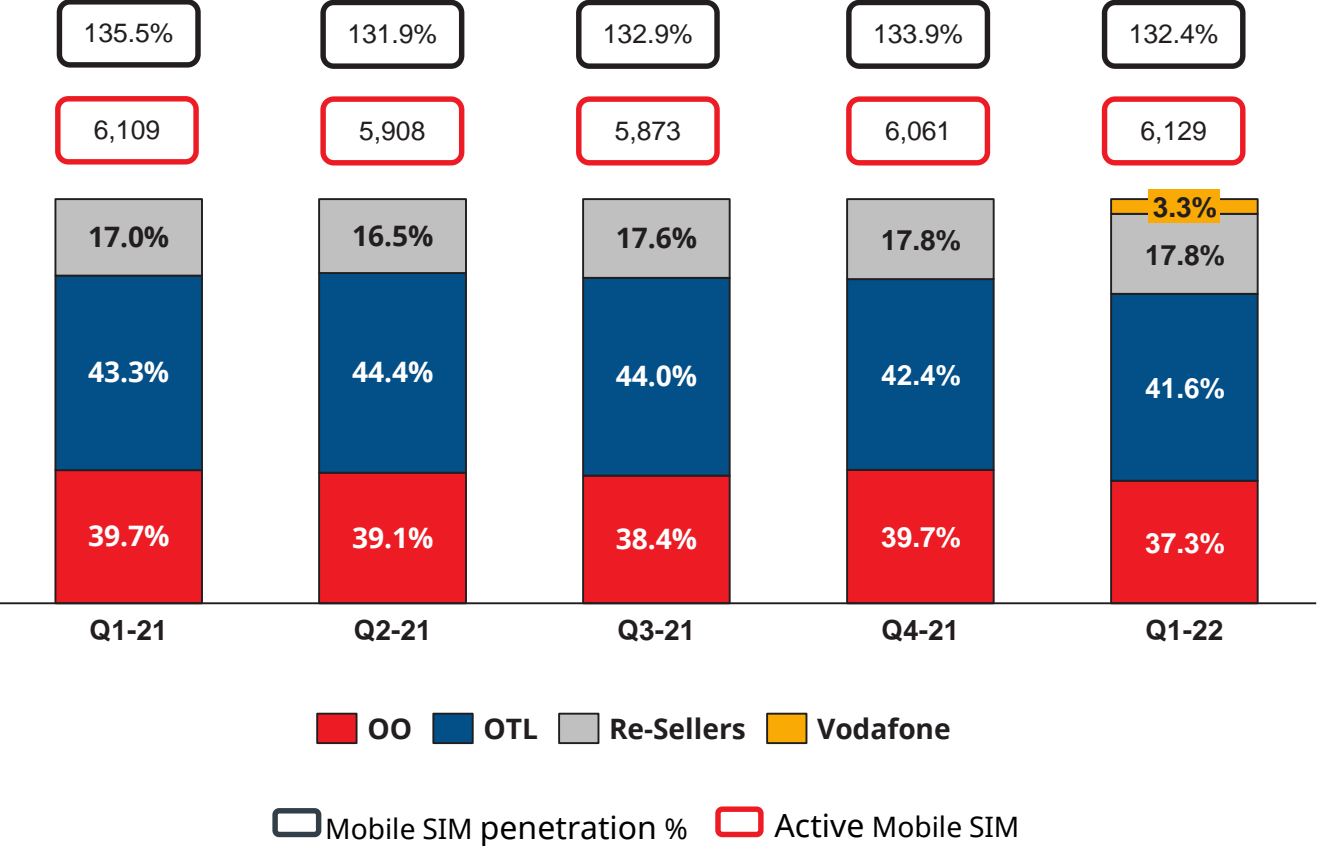
Q1 2022- Revenue , EBTIDA, and Net Profit (NP)



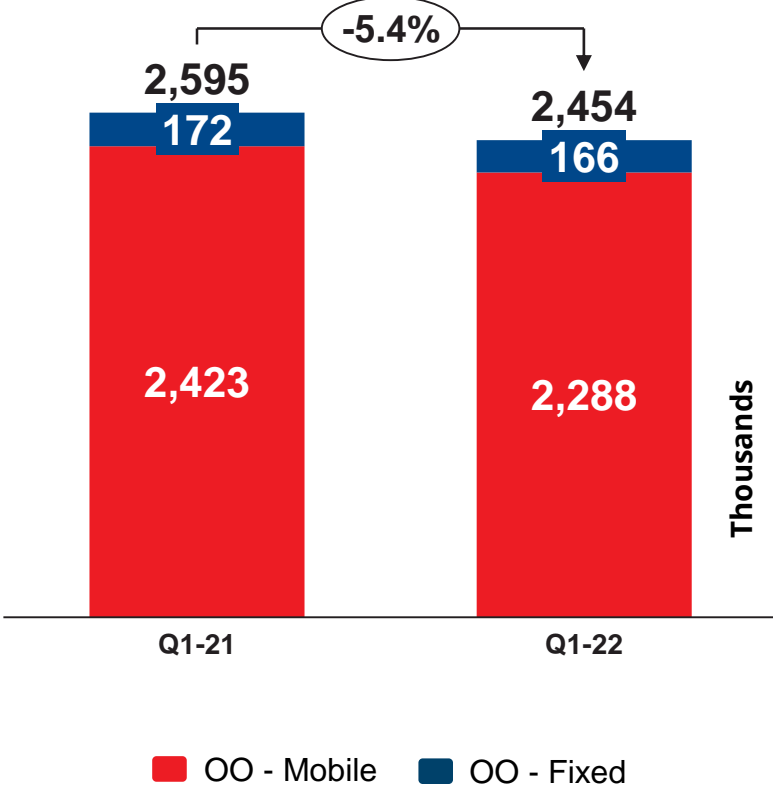
- Revenue growth was driven by higher wholesale revenue and higher handset sales.
- EBITDA growth was driven by higher revenue
- Net profit for the quarter was impacted by higher royalty charges for Fixed.

Market Share

Oman Mobile Market Share – Customers



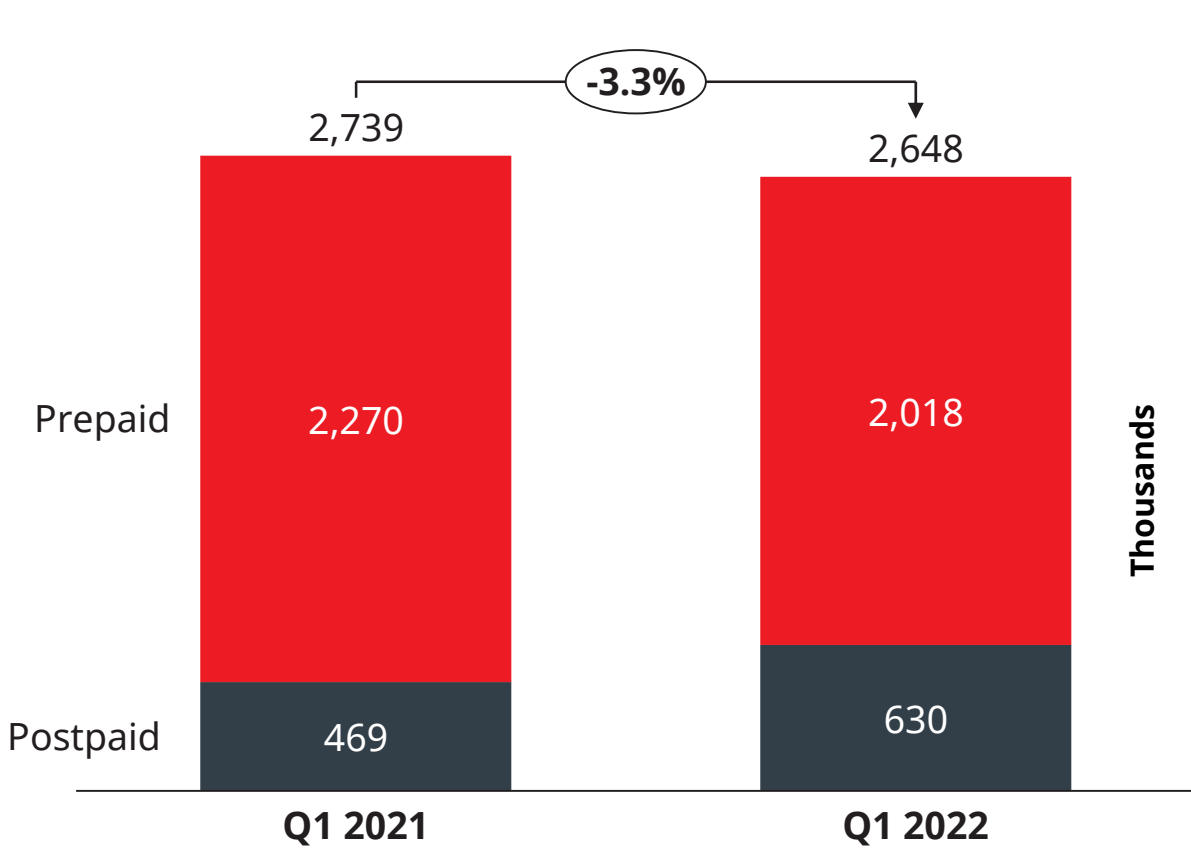
Ooredoo Oman Total – Customers



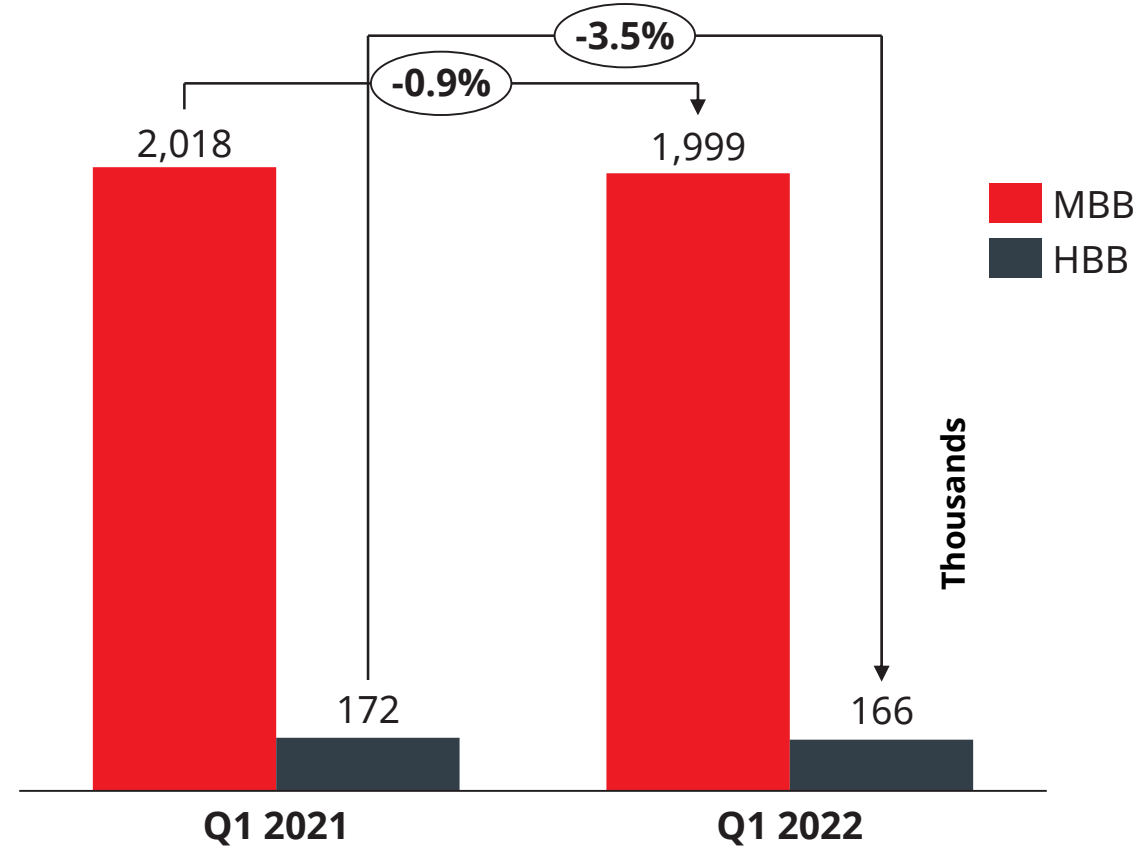
Disclaimer: VF numbers are based on market intelligence reports



Customer Base



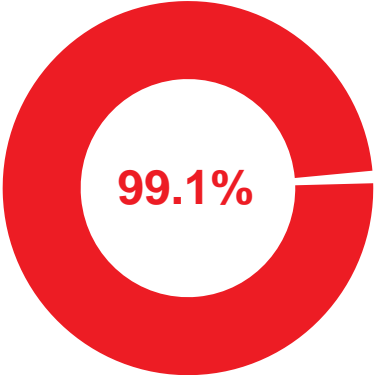
Ooredoo Oman Mobile - Customers



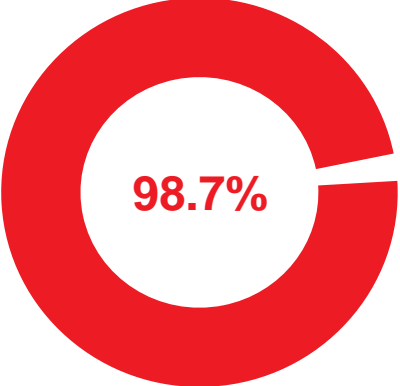
Ooredoo Oman MBB and HBB customers

- Postpaid customer base continue to grow driven by new acquisition and migration of prepaid customers.

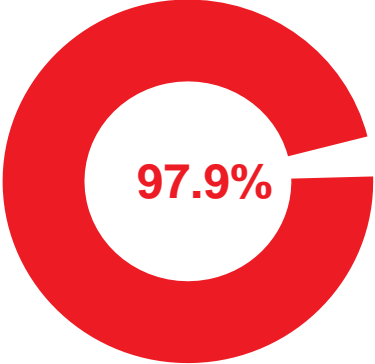
5G & Digitalization- Mobile



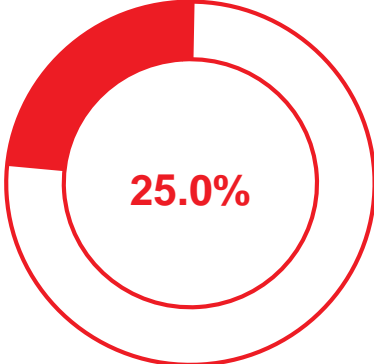
2G Population



3G Population



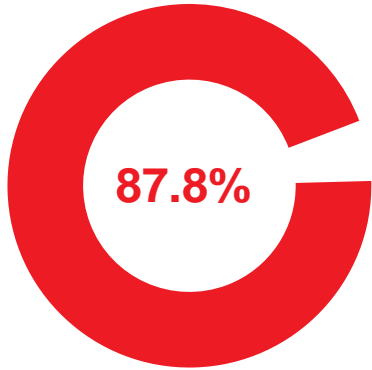
4G LTE Population



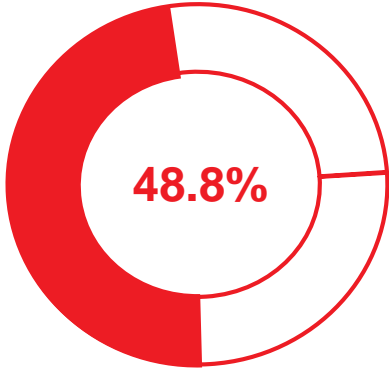
5G - MBB

- Strong Mobile coverage with 5G covering around 25.0% of the population.
- By end of Q1-2022, 662 (5G) sites were On-Air.

5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost the capacity to improve wireless (LTE & 5G) Home borad-band customer experience.
- 5G service fixed wireless access provides up to 1 Gbps speed.
- 5G sites by end of Q1-2022 is of 662 sites.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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Summary and Eye
on 2022



Awards

- **Best Telecommunications Company**
Global Business Magazine Awards 2022
- **Excellence in Innovation in Technology Industries**
Stevie Awards Middle East
- **Best Telecom Provider Oman 2022**
- **Best Digital Transformation Oman 2022**
World Economic Magazine Awards
- **Woman Achiever of the Year Oman 2022 - Ayesha Al-Shoily**
Global Business Review Magazine Awards
- **Most Outstanding Telecommunications Company of the Year – Oman**
The Global 100 - EMG Publishing
- **Ooredoo CEO Noor Al Sulaiti Named Among 20 Women to Watch**
Capacity Media. The fifth edition of the annual power listing



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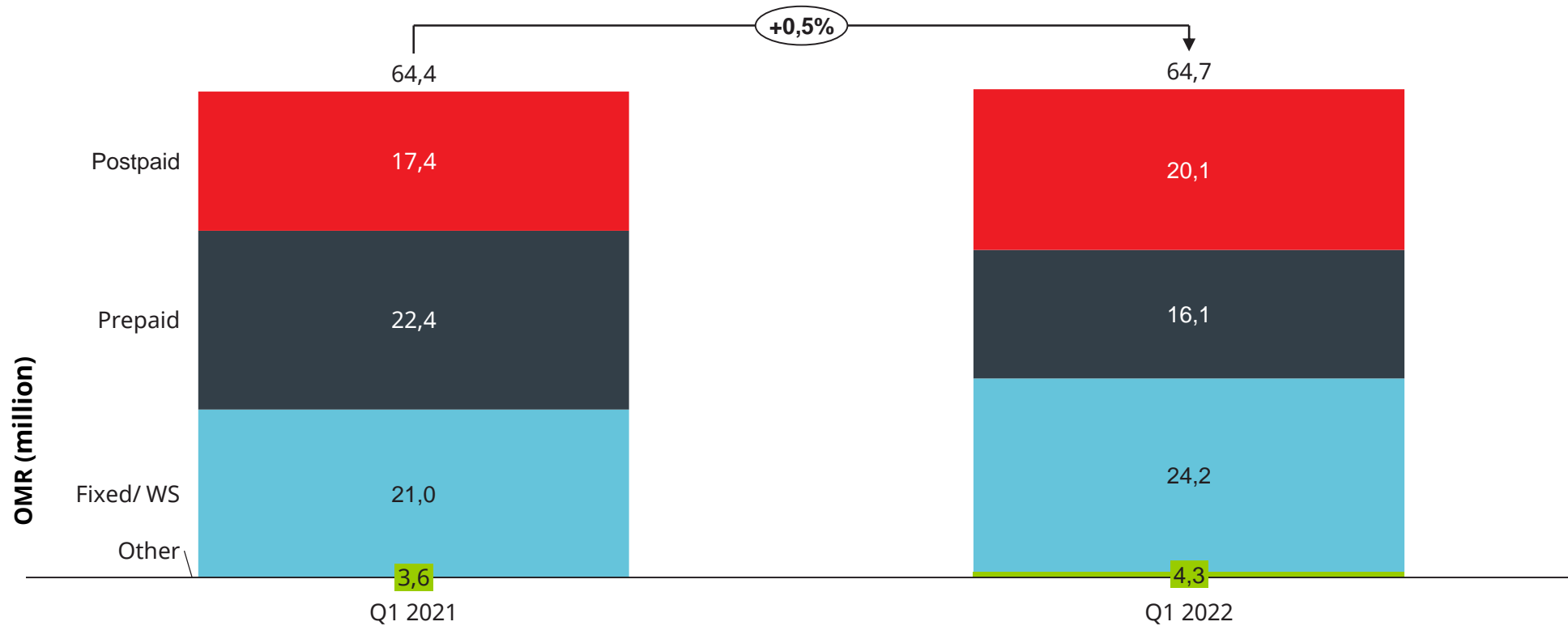
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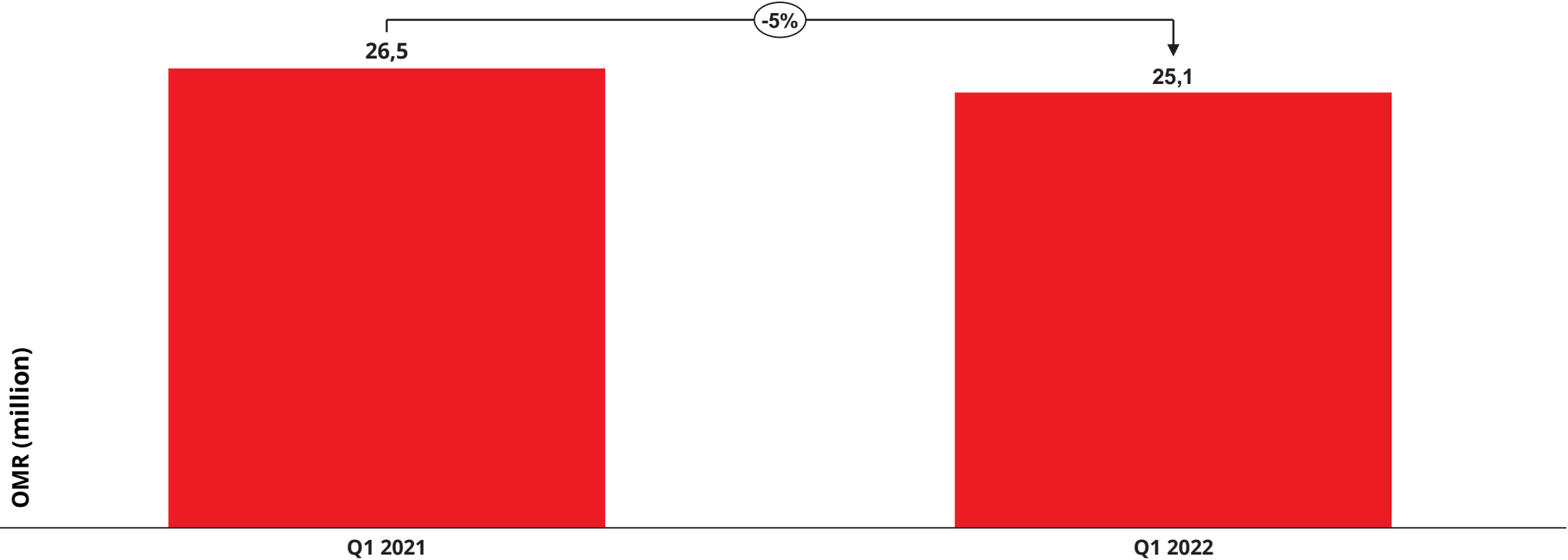


Revenue



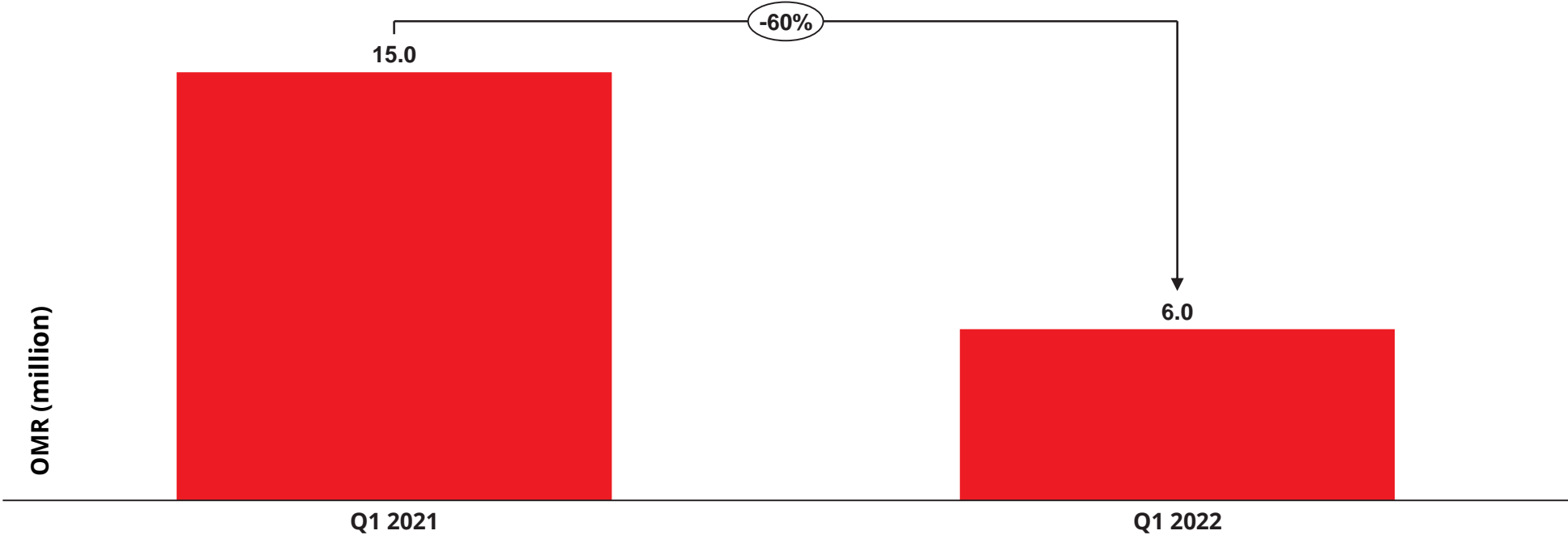
- Revenue grew by around 0.5% in Q1 2022 Vs Q1 2021 driven by Post paid, Wholesale and handset sales growth.
- Postpaid revenue continue to grow supported by customer base growth.

Network, interconnect and other operating expenses



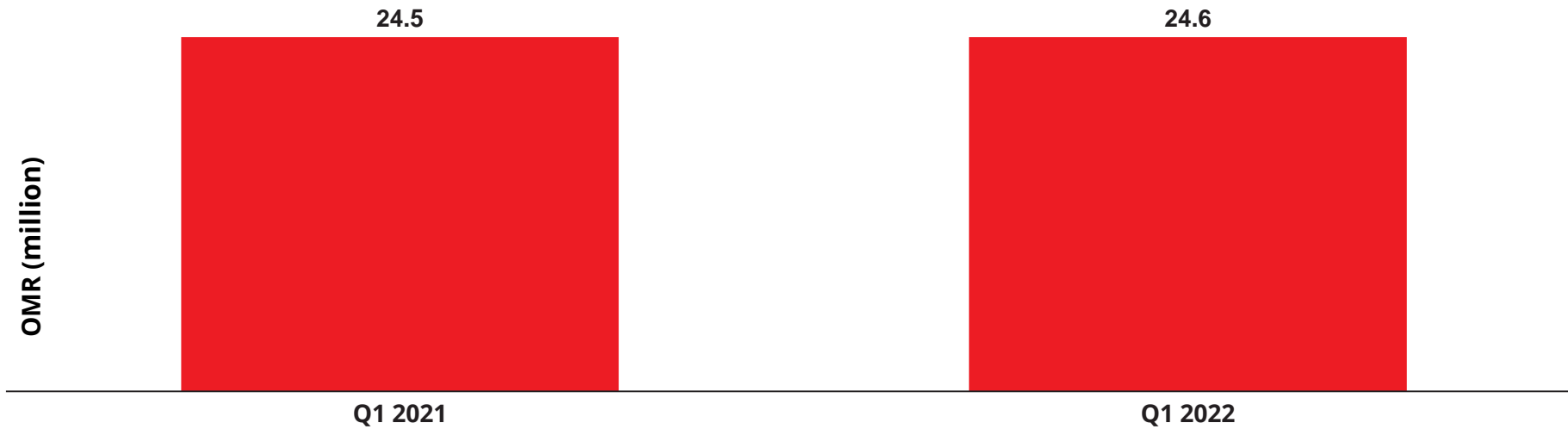
- Q1 2022 Network, Interconnect and other operating expenses have decreased compared with Q1 2021 due to lower interconnect cost impacted by lower rate (*national interconnect rate is reduced from 6bz/ minute to 4bz/ minute effective July 2021*).

Capital Expenditure (CAPEX)



- CAPEX spend in Q1 2021 includes one-off investments in transmission.
- OO continue to invest and expand its 5G network.

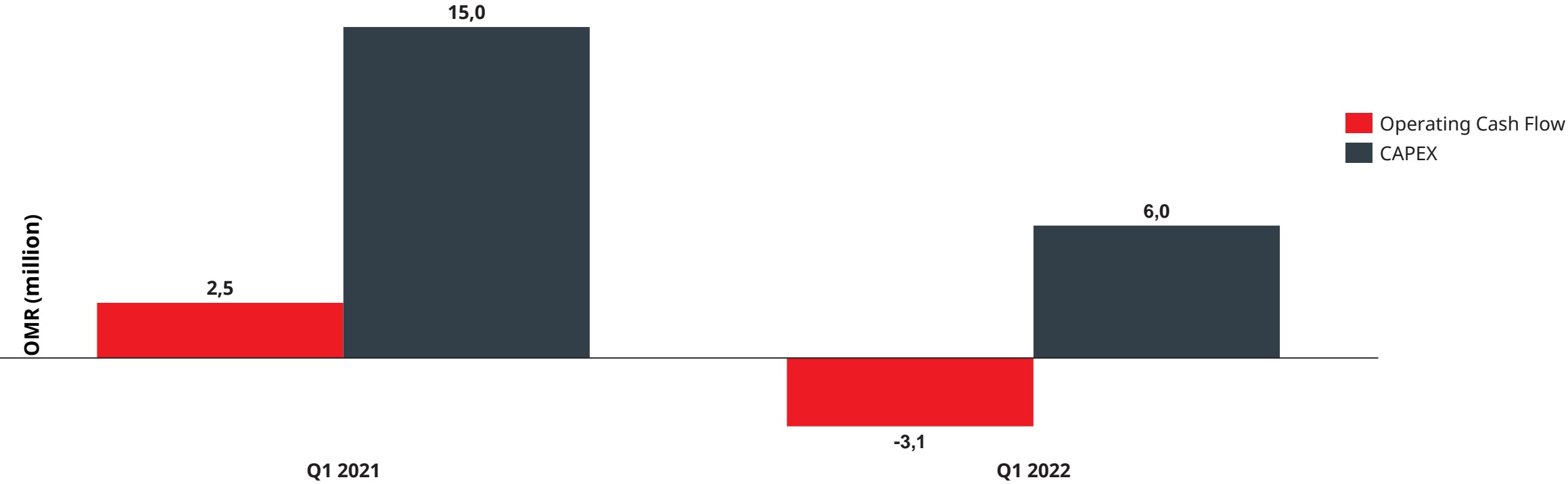
Adjusted EBITDA*



- Adjusted Q1 22 EBITDA had grown marginally as revenue growth is offset by higher royalty expense.

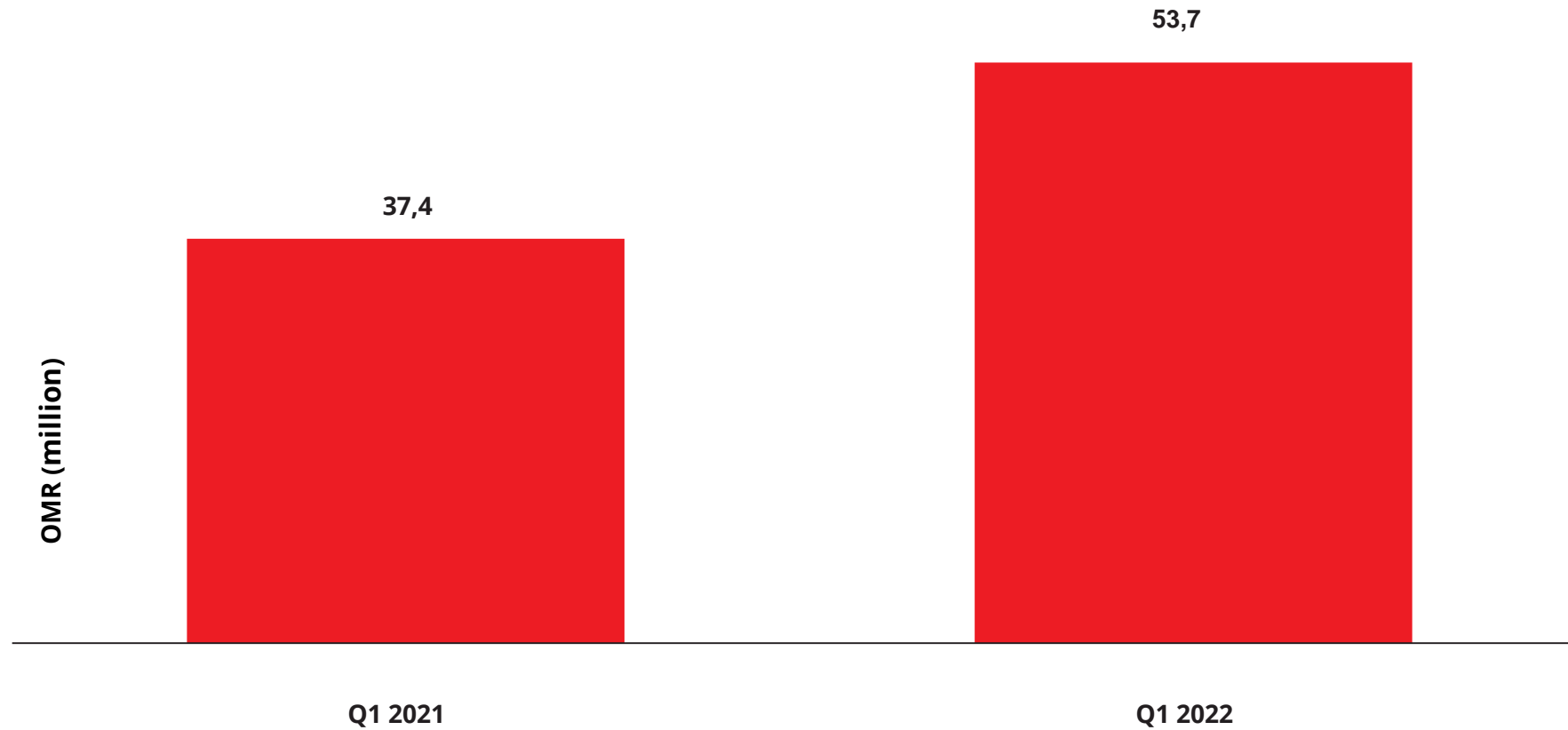
*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Net cash from operating activities



- Cash flow from operation is lower in the first quarter driven by key payments such as royalty fees.
- CAPEX spend in Q1 2021 includes one-off investments in transmission.

Net Debt



- OO continues to maintain healthy cash position with low gearing.

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Summary

■ Market

- Post-paid revenue continues to grow driven by growth of customer base.
- The new entrant of third mobile operator impacted prepaid revenue.

■ Commercial and operational

- Data represents 72% of overall revenues.
- OO will continue to innovate & revamp services, and support the country's economic growth, especially as a new era of competition starts.
- OO will continue to enhance customers experience for both mobile and fixed
- OO will continue to expand its network to provide better connectivity across the entire Sultanate; and increase investment towards a 5G-empowered Oman.
- OO will remain committed to its customers, offering them a seamless digital experience.

Presented by:

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Thank You