

Ooredoo Oman Performance – Q1 2019



Investor Presentation

2 May 2019
Conference Call



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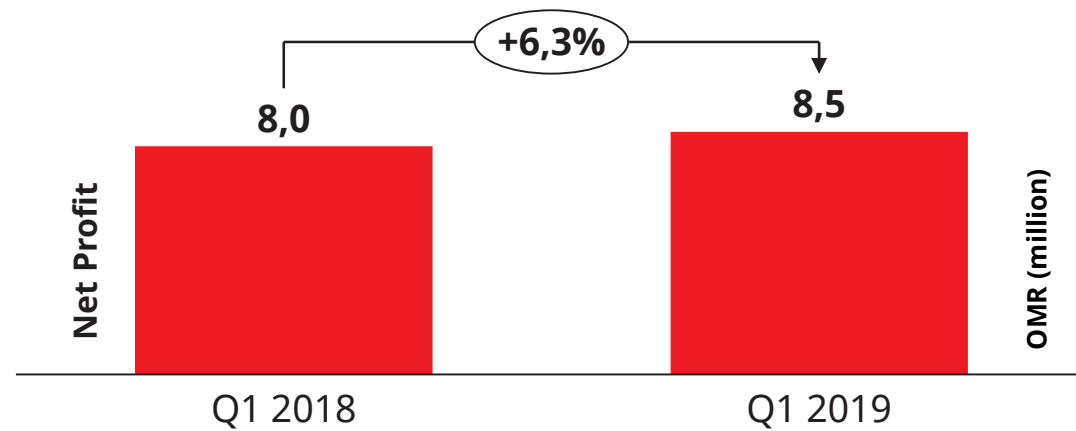
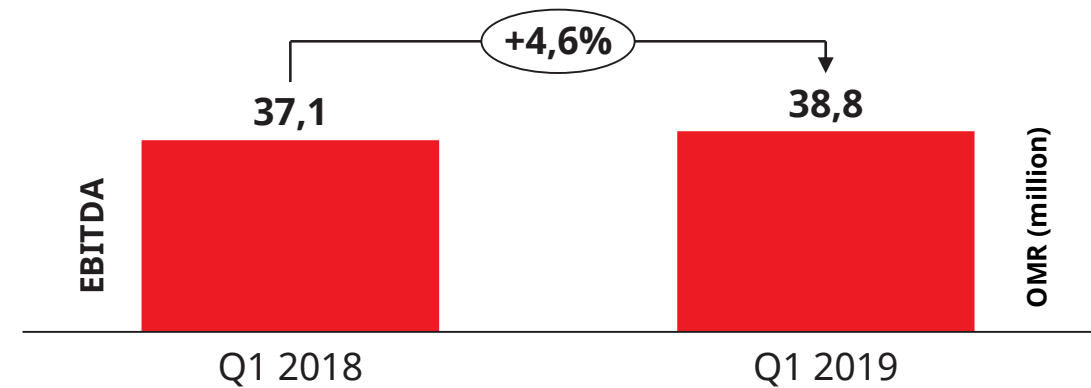
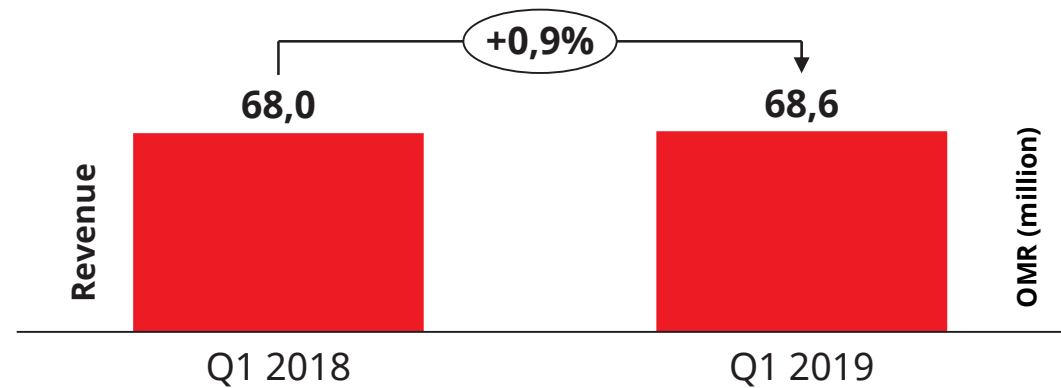
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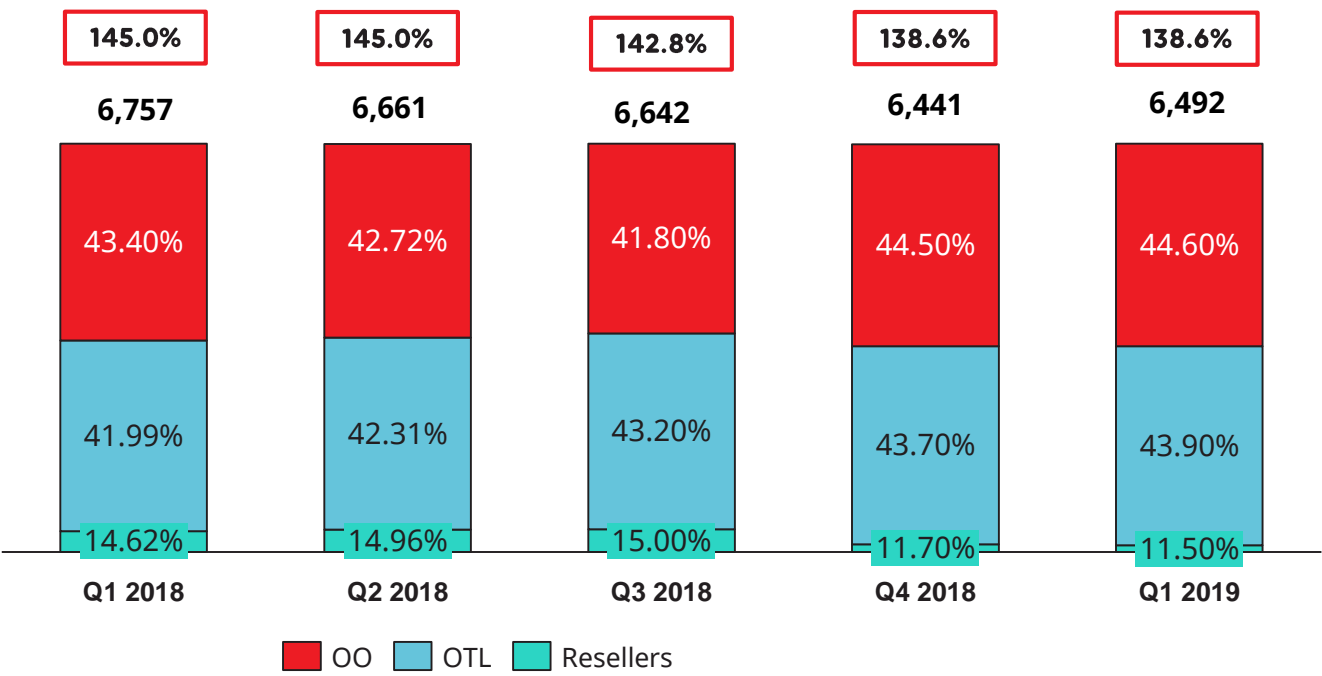
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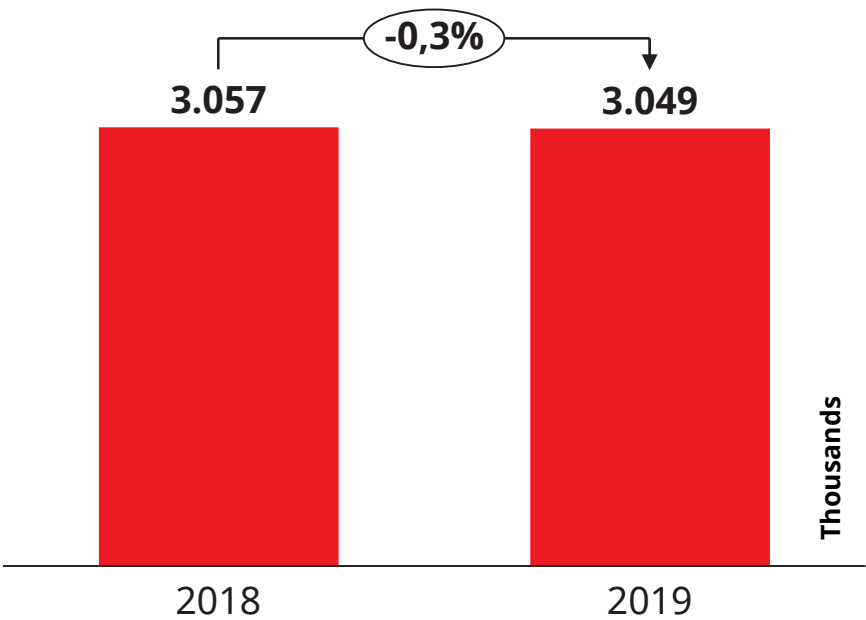
Q1 2019- Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership

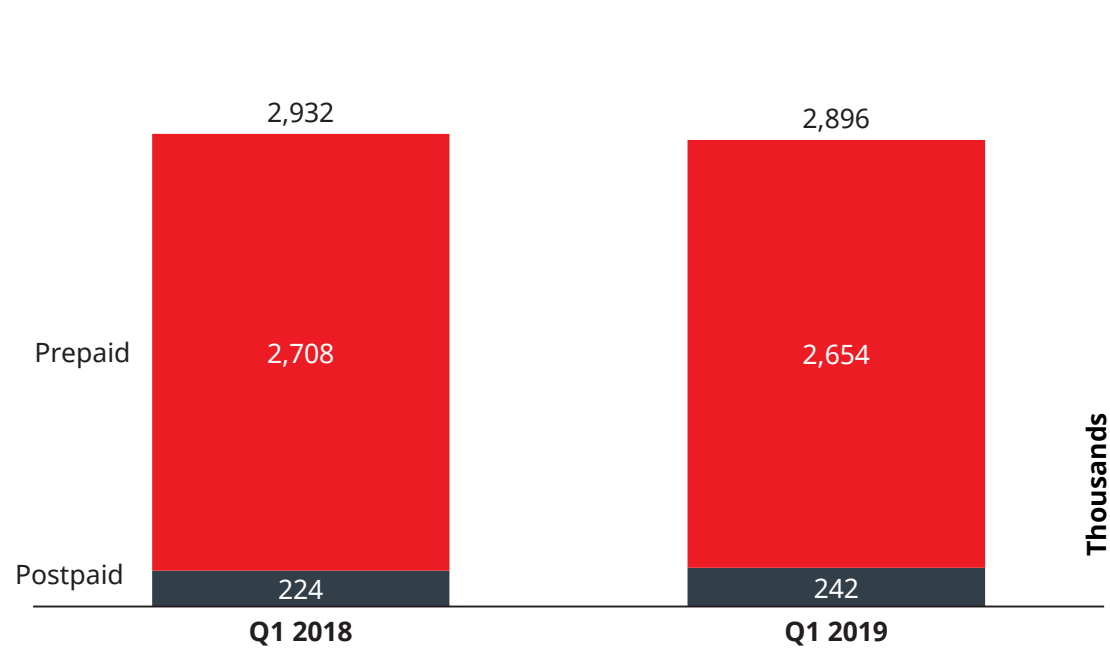


Sultunate of Oman Mobile Market Share - Customers

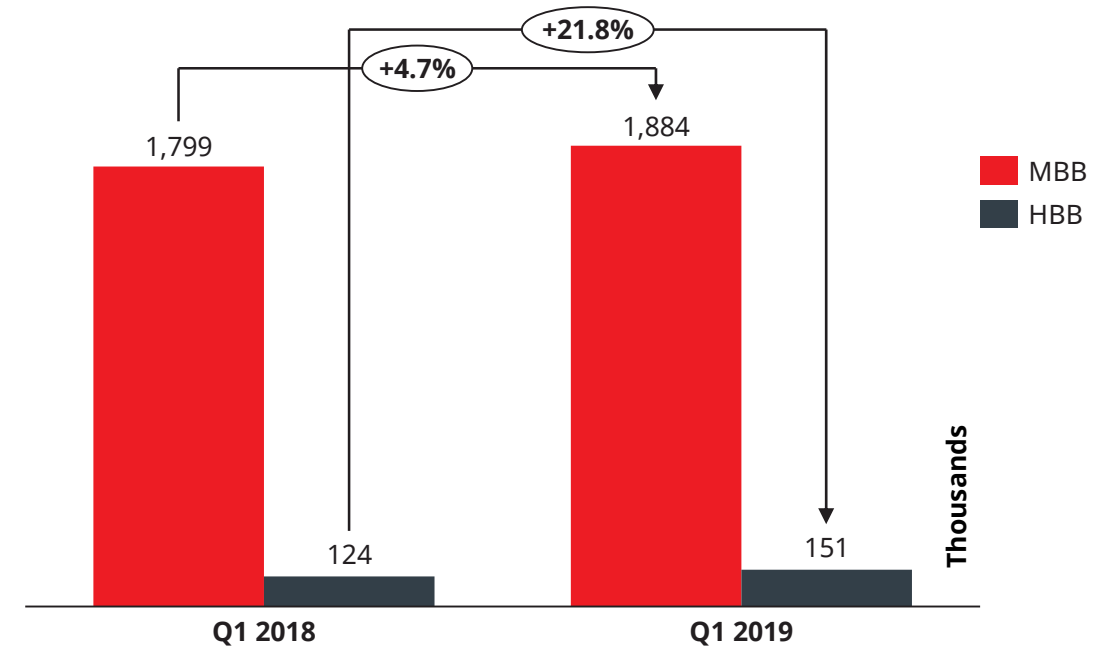


Ooredoo Oman Total Customers

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



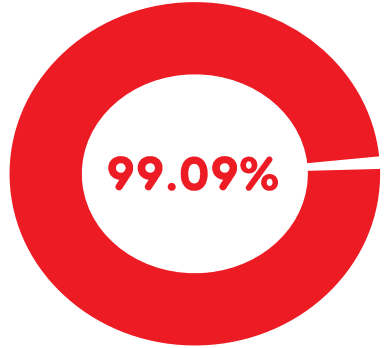
Ooredoo Oman Mobile Market Share - Customers



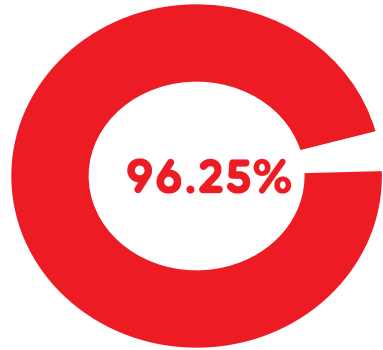
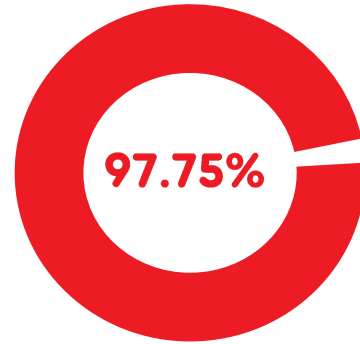
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

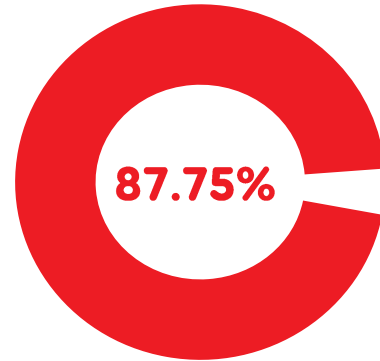
2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

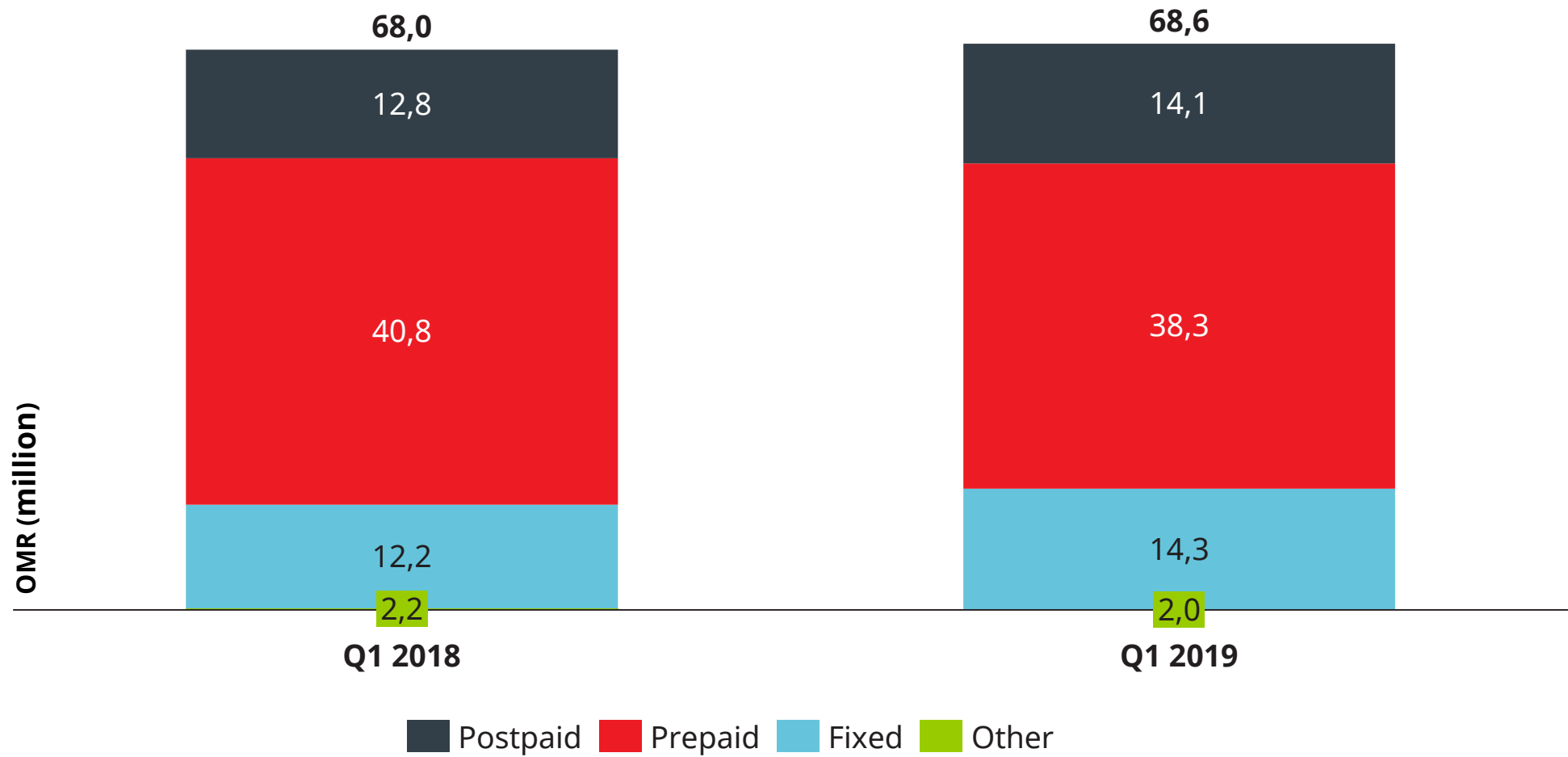
- **41 4G LTE sites with different carriers are came on-air by Q1 2019 , Reaching 96.25% LTE population coverage.**
- **Fast HBB rollout and upgrades continued in Q1 2019 with 5 new coverage sites.**
- **Launch Matrixx Phase 2 - Digital Postpaid and Prepaid Enhancement.**
- **Launch Telco Admin Apps**
- **Launching secure internet with Nominum Secure DNS Solution.**
- **Optimization activities to improve customer experience.**
- **14 links migrated to fiber in Q1/2019.**

Achievements, Offers & Awards

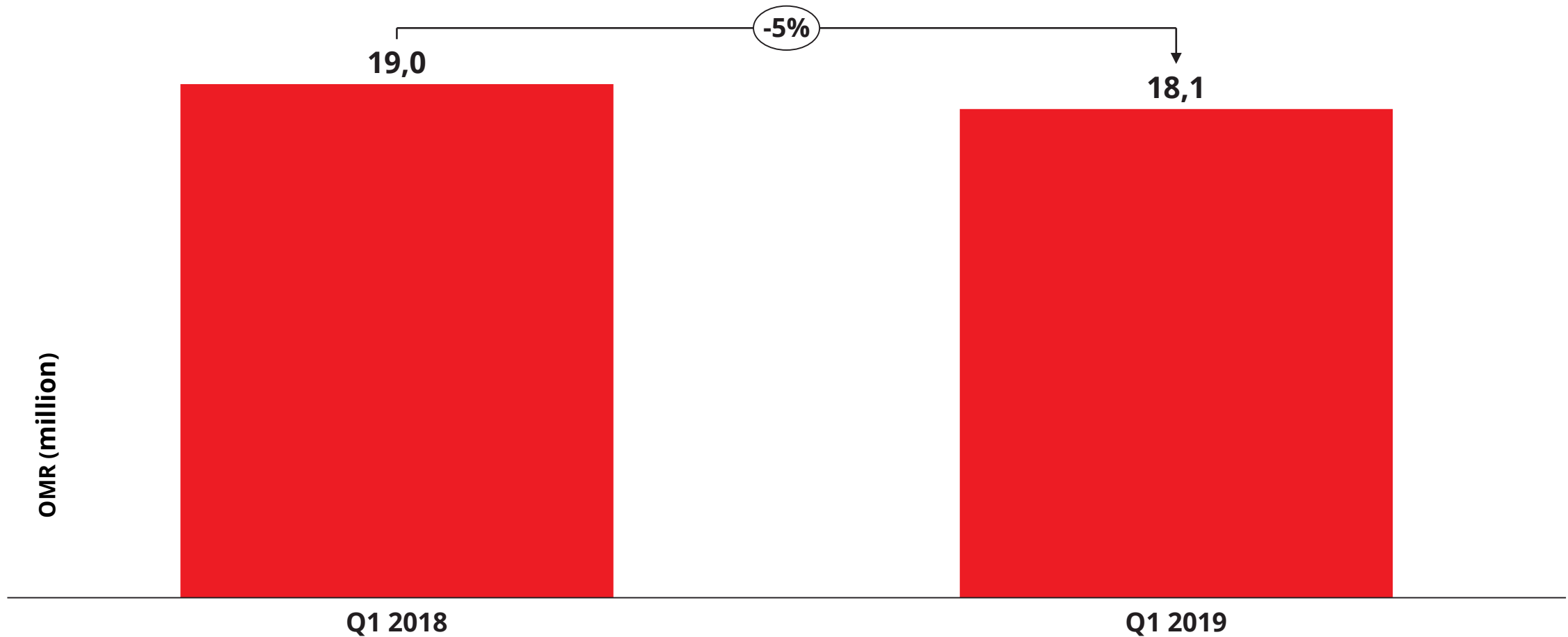
- Ooredoo has signed a long-term agreement with FRiENDi Mobile, part of the Virgin Mobile Middle East & Africa group, to provide mobile services to FRiENDi customers.
- Official launch of D2C data center
- Mountain Dew Campaign
- IFRS 16 project finalized and financials fully IFRS compliant.
- Increase use of digital channels through chatbot, social media and live chat which resulted in decreasing calls to call center by 49% YoY.
- E-Bill reached in Q1 2019 reached 92.7% compared to 90.1% in Q1 2018
- Best Digital Brand Campaign Oman 2019 – Be Digital,



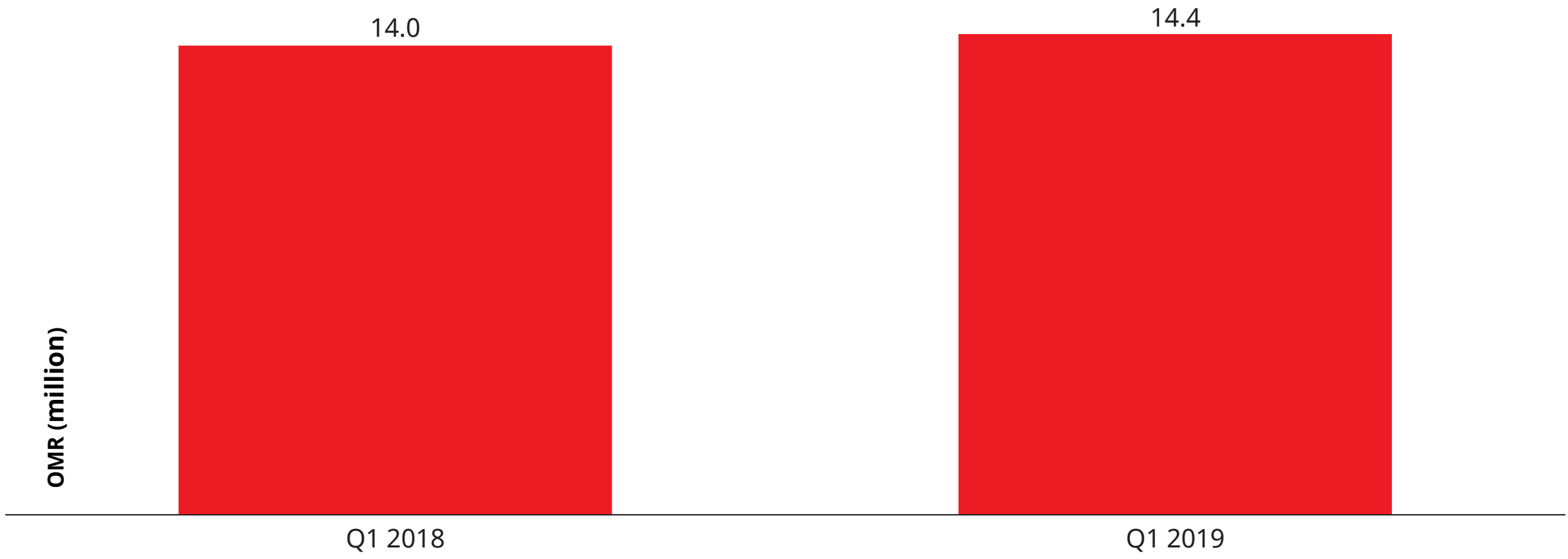
Revenue – The quarter increase in revenue is driven by growth of fixed Home Broadband revenue as well as higher device sales.



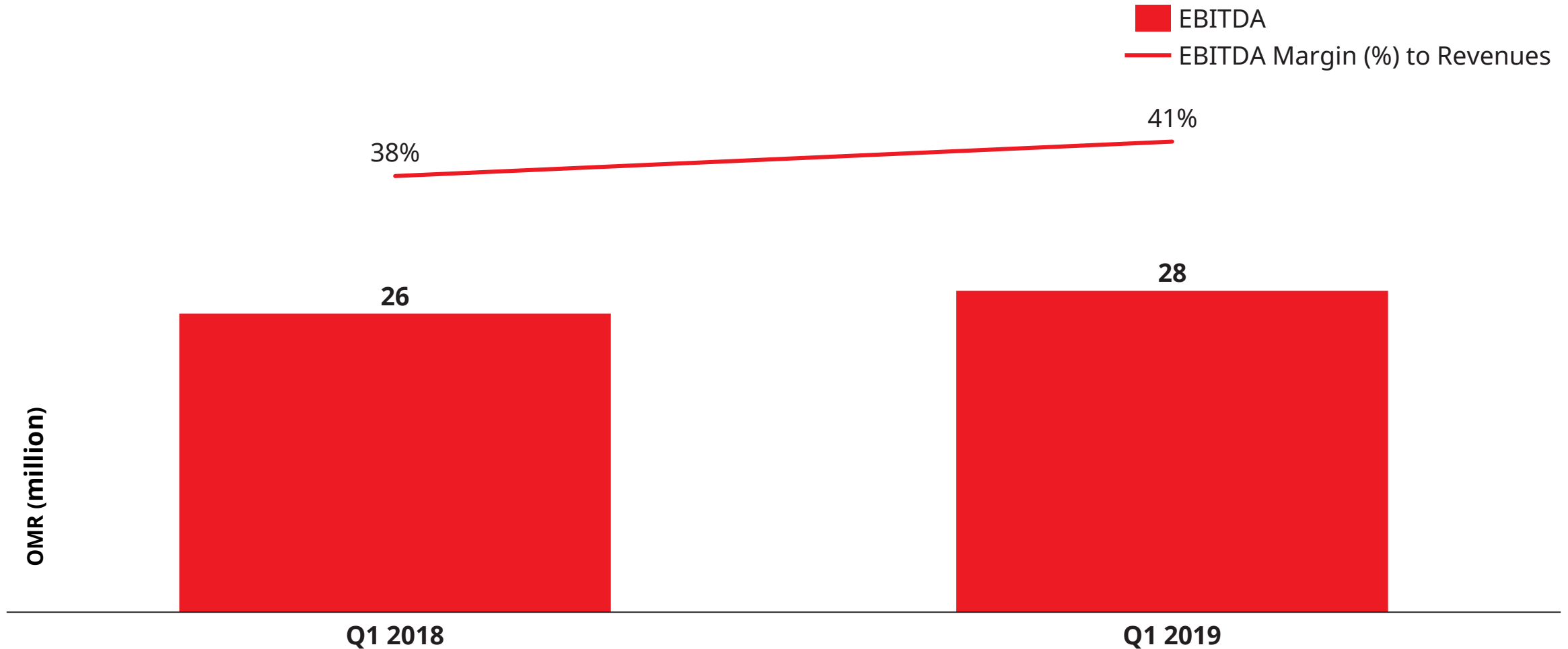
Operating Expenses – Operating Expenses has decreased in Q1 2019 mainly driven by lower rental due to implementation of IFRS 16



Selling General and Administrative Expenses (SG&A)

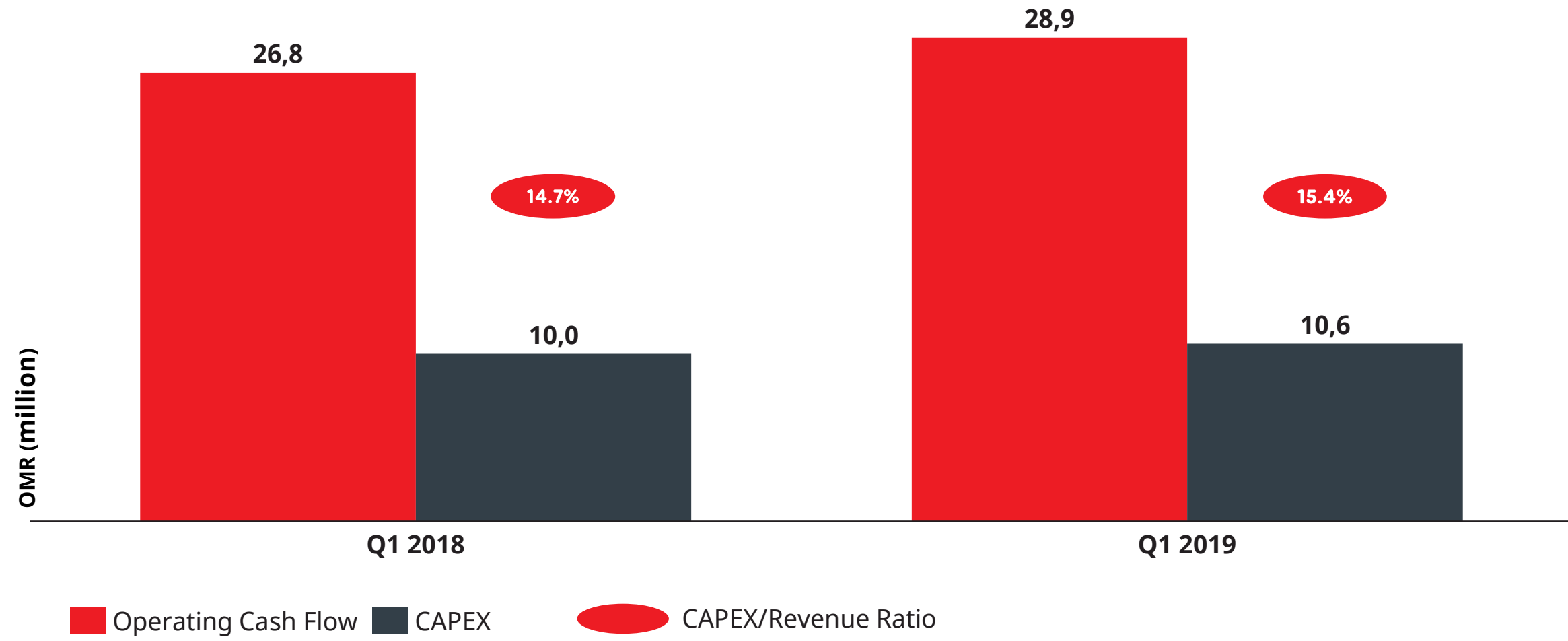


Adjusted EBITDA* - Q1 2019 EBITDA was affected positively by higher revenue and implementation of IFRS 16.

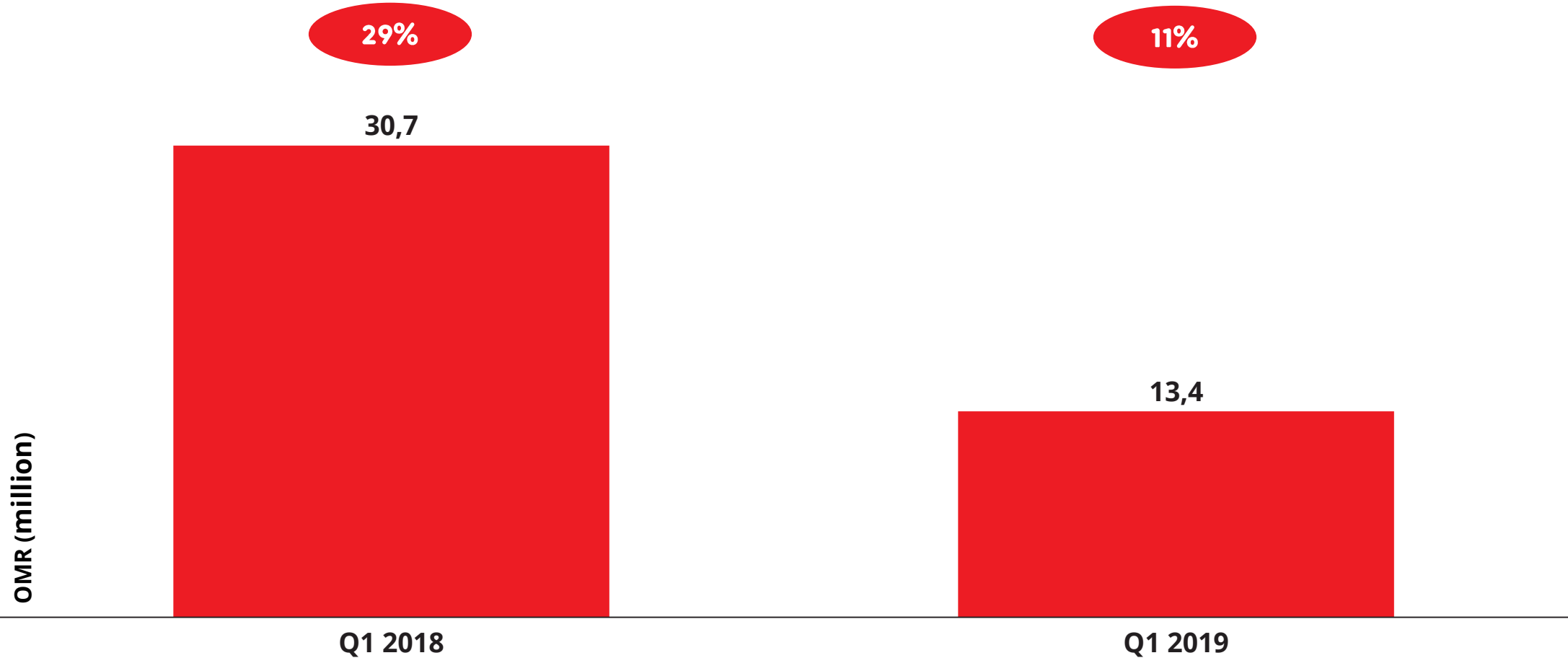


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Operating cash flow before working capital-



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 6.3% QoQ.
- Revenue growth is driven by increases in fixed revenue.
- Fixed customer base up by 22.3% in first three months of 2019 compared to 2018.

■ Commercial and operational

- Data represents 65% of overall revenues, increase of more than 10% QoQ
- Our continued aim of enriching people's digital lives is reflected in these interim results, with positive revenue growth, EBITDA and net profit over the first quarter of the year
- We continue to focus on digital enablement and our products and services increasingly reflect this; meeting the digital requirements of consumers and businesses across Oman
- Digital channels are increasingly the method of choice for customers to interact with us and our services. During this quarter we also launched our new App for businesses.

Presented by:

Ian Charles Dench - CEO
Ian.dench@Ooredoo.om

Abdul Razzaq Al-Balushi –CFO
AbdulRazzaq.Al-Balushi@ooredoo.om

Khorshed Mohammed Ashraf –Director Strategic Finance
Khorshed.ashraf@Ooredoo.om

Ahmed Mohamed Ali Al-Khuzairi–Manager Investor Relations
Ahmed.Al-Khuzairi@ooredoo.om

P.O. Box 874, PC 111
Central Post Office,
Sultanate of Oman
T -+968 2200 2200
F -+968 2200 2299
Ooredoo.om



Thank You