

Ooredoo Oman Performance – Q2 2018

Investor Presentation

6th August 2018
Conference Call



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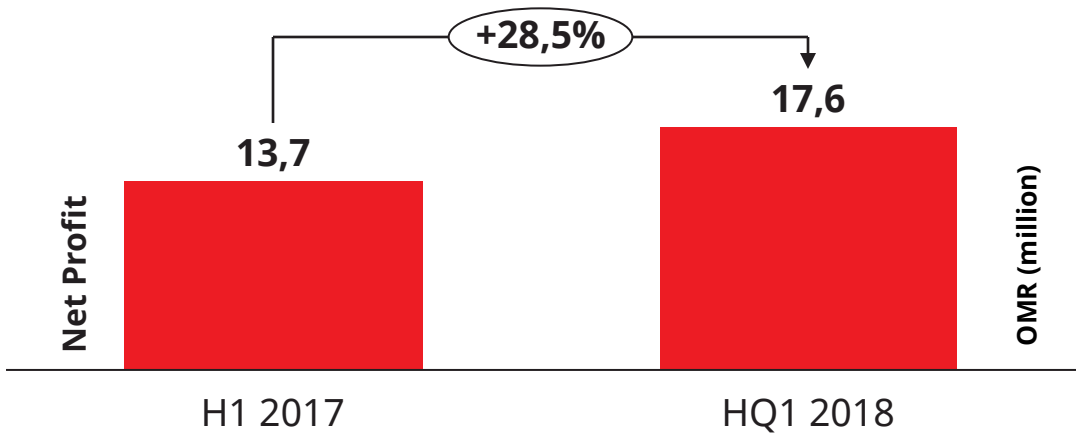
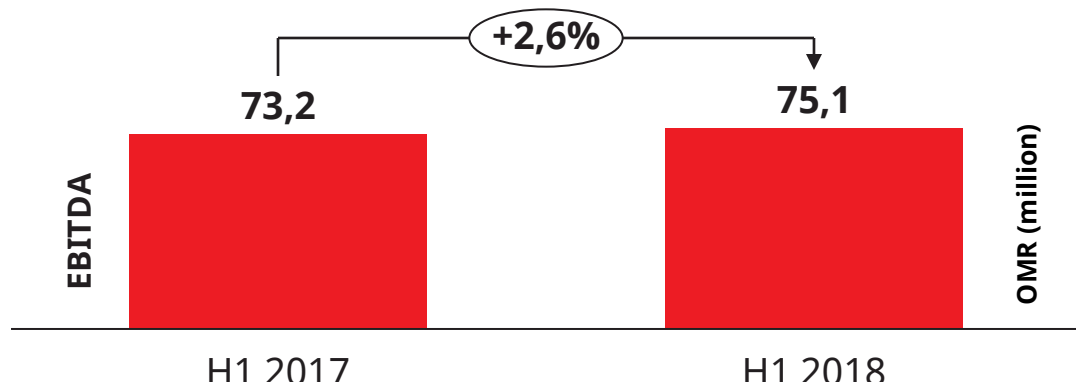
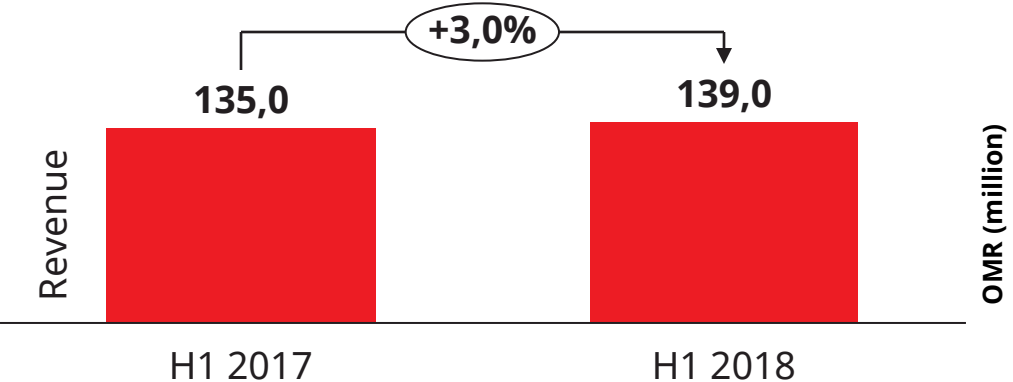
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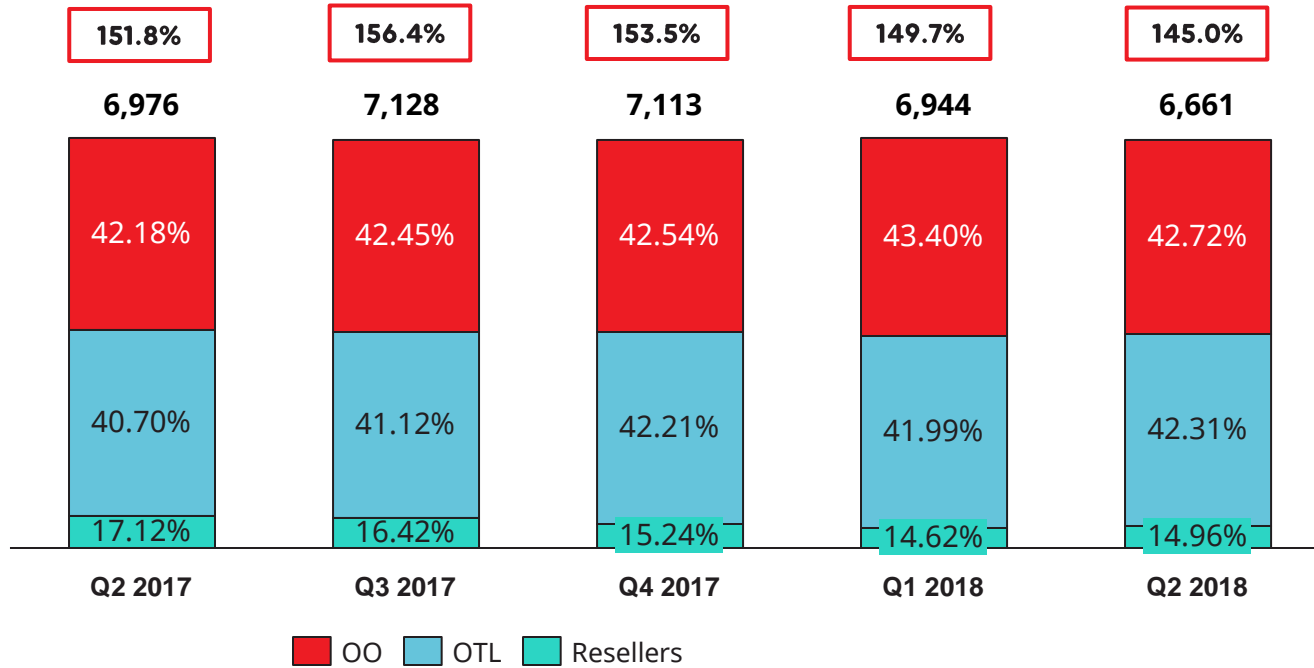
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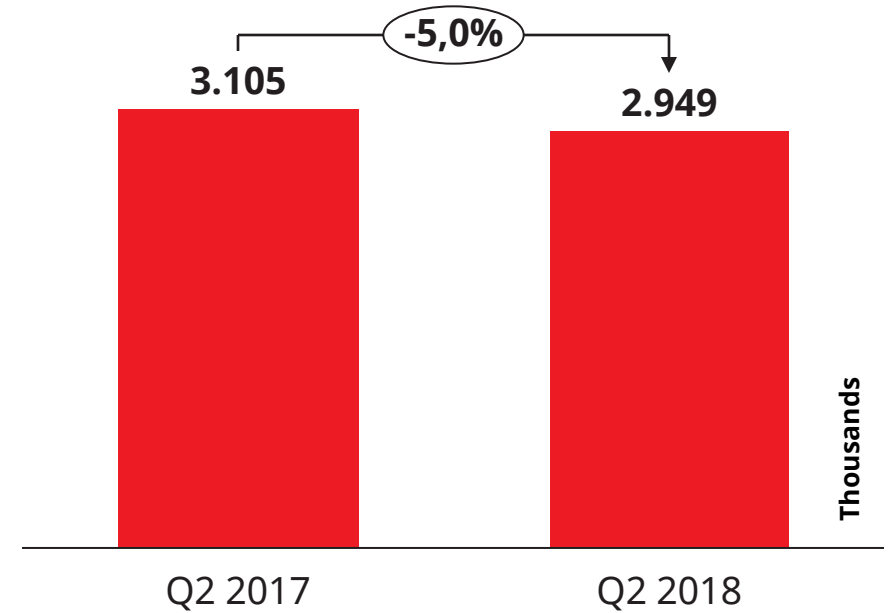
H1 2018- Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership

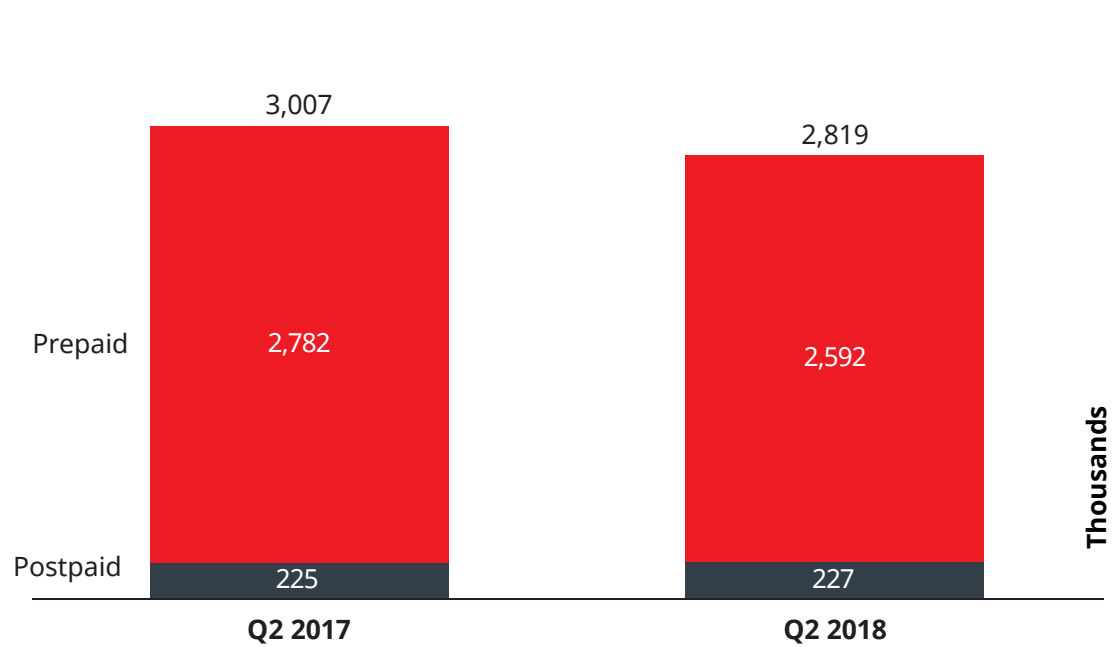


Oman Mobile Market Share - Customers

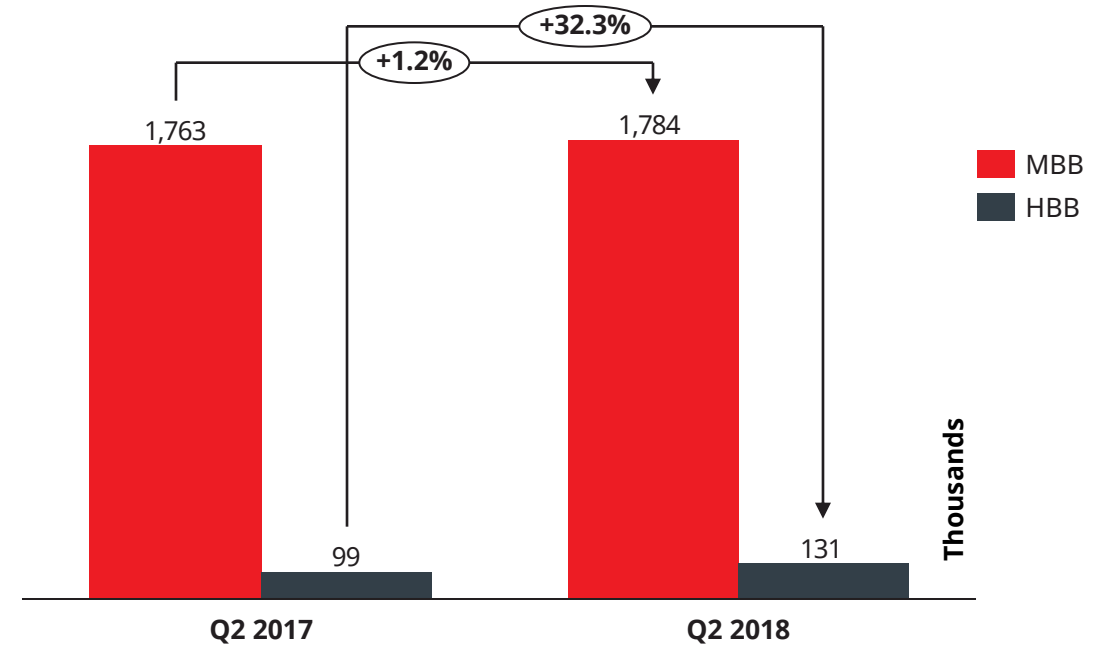


Ooredoo Oman Total Customers

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



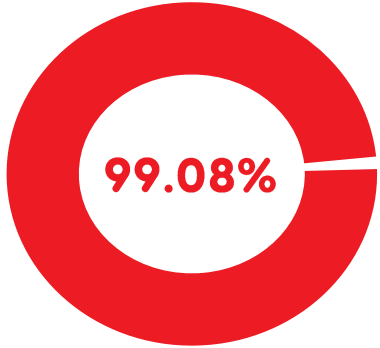
Ooredoo Oman Mobile Market Share - Customers



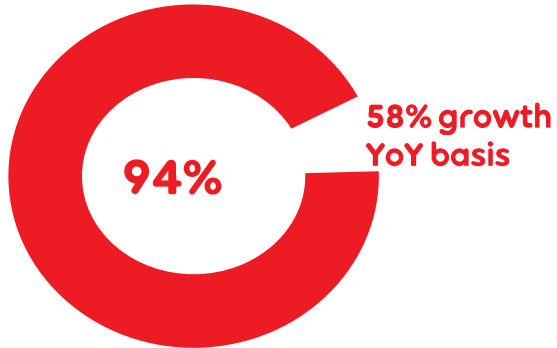
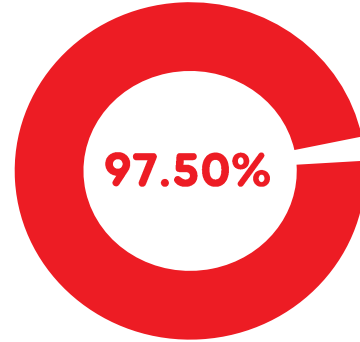
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

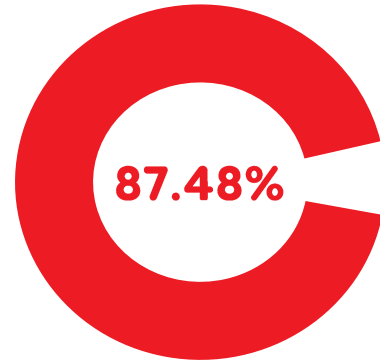
2G Population



3G Population



4G LTE Population



Fast HBB (households)

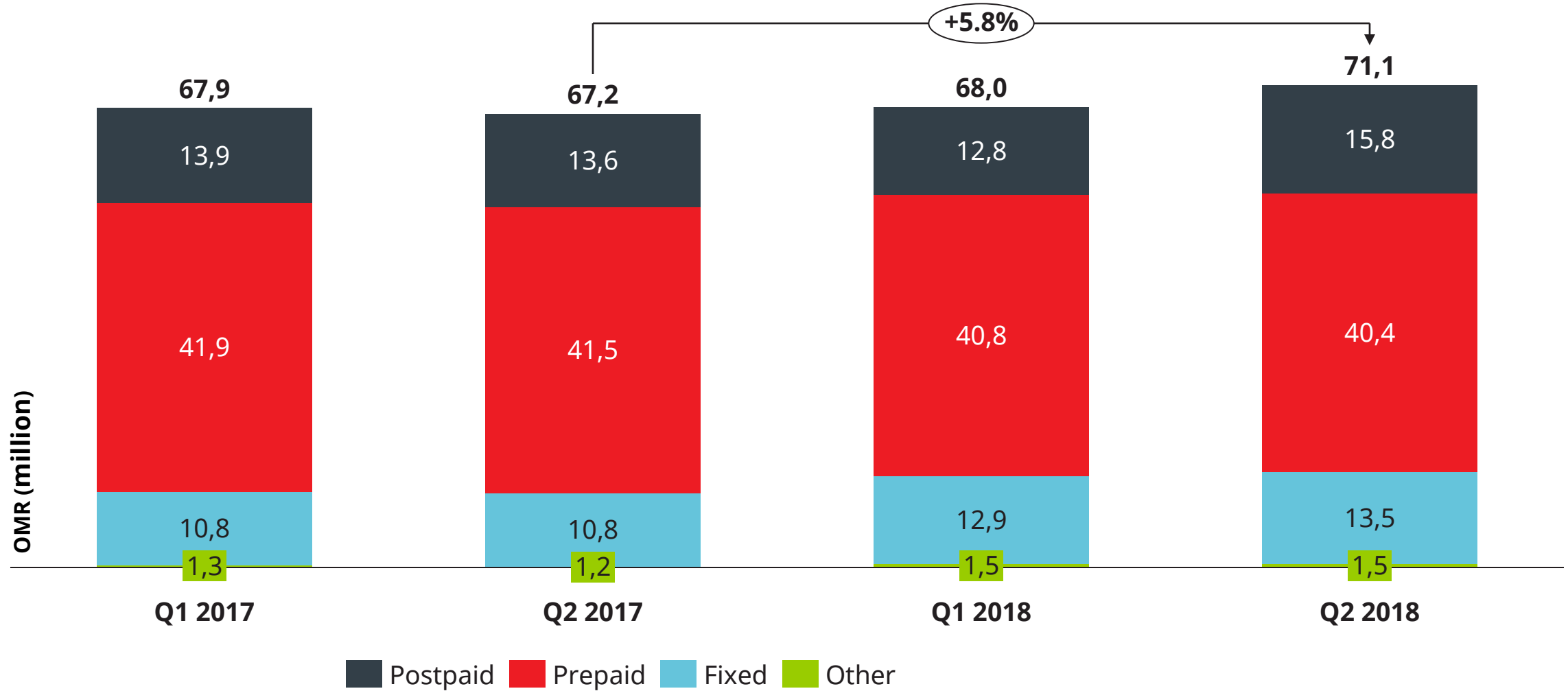
Network & IT focus areas:

- 124 LTE sites are came on-air by end of Q2 , Reaching 94% 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, 474 sites Swapped till end of Q2.
- Roll out of 3 New FTTH PoP’s (Amerat, Musannah, SQU) completed & 1 in progress (Salalah Jarzez).
- Ooredoo Own FTTH in selected Micro Areas (Re-Tendering phase).
- Data Ware House Re-fresh project started.
- Finalizing Test & Development environment for IT started.
- Assessment for high availability & Disaster recover requirements in IT started.
- Pre-readiness for scaling up IT development factory in Q3 is completed

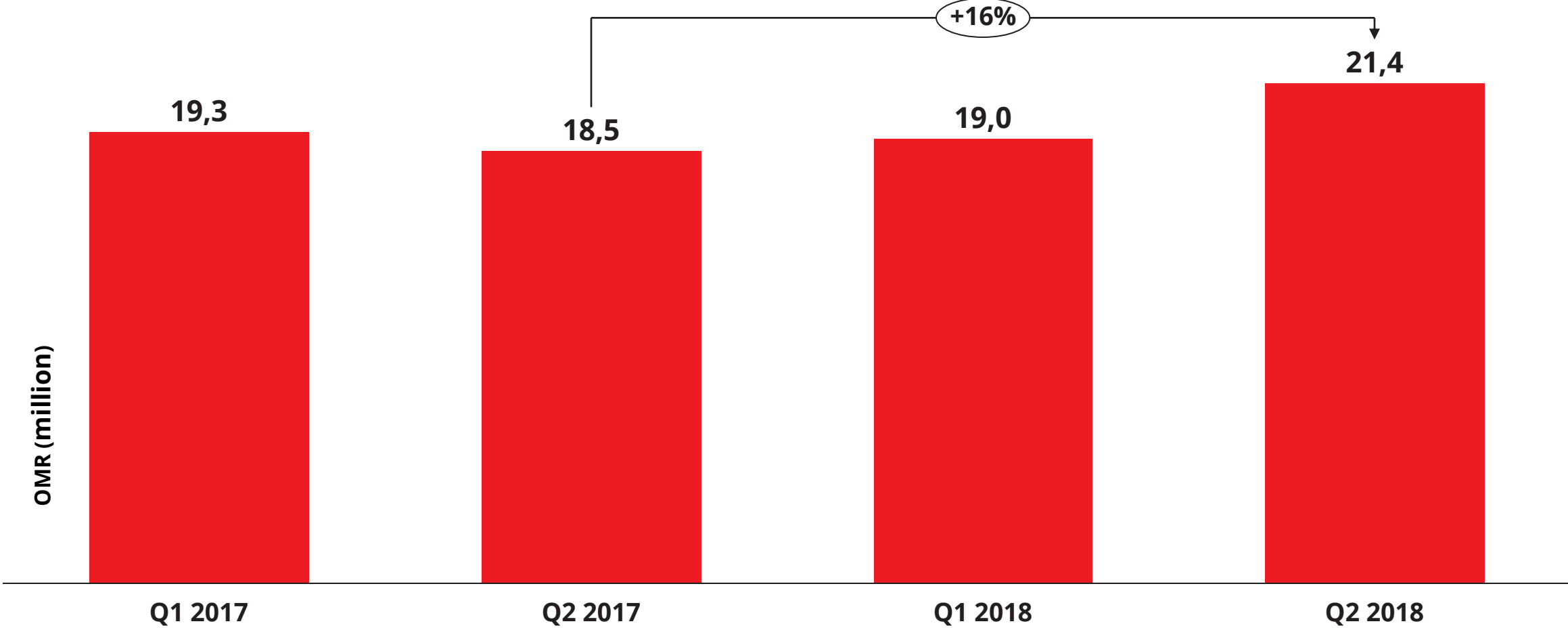
Achievements, Offers & Awards

- **Solid growth YOY in consumer revenue mainly driven by fixed line revenue**
- **Successful introduction of the first full digital consumer offer “New Shababiah”**
- **Launched installment on devices for postpaid customers**
- **4th year Ooredoo surprise offer during Ramadhan delighting our prepaid customers**
- **14th Goodwill Journey visiting Salalah after Hurricane Mekuno and other regions delivering home appliances and setting up incubators in Omani Women Associations around Oman**
- **Postpaid E-Bill Penetration reached to 90.42% in Q2 2018 compared to 87.9% in Q2 2017**
- **Launching the 24/7 live chat through the APP as part of after sales support digital transformation strategy.**
- **Ookla®, the global leader in internet testing and analysis, awarded Ooredoo as the Fastest Mobile Network in Oman for H1 2018.**

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

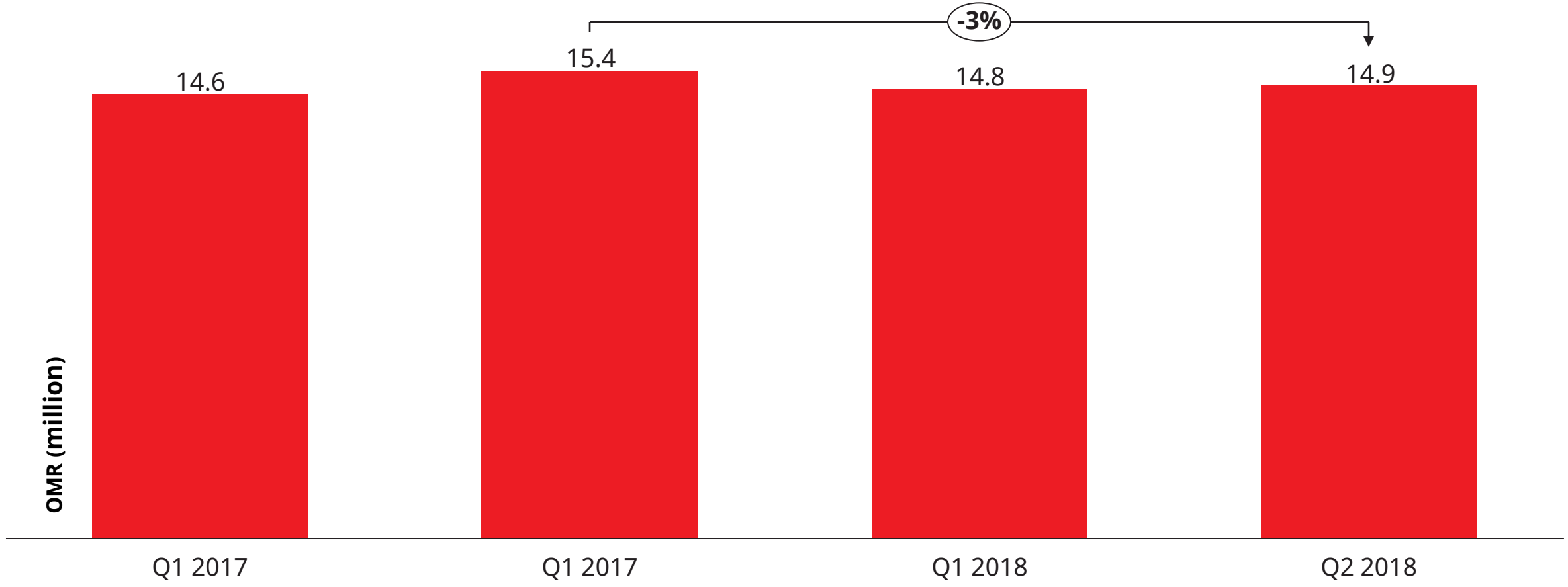


Operating Expenses – Operating Expenses has increased in Q2 2018 mainly driven by higher devices sales

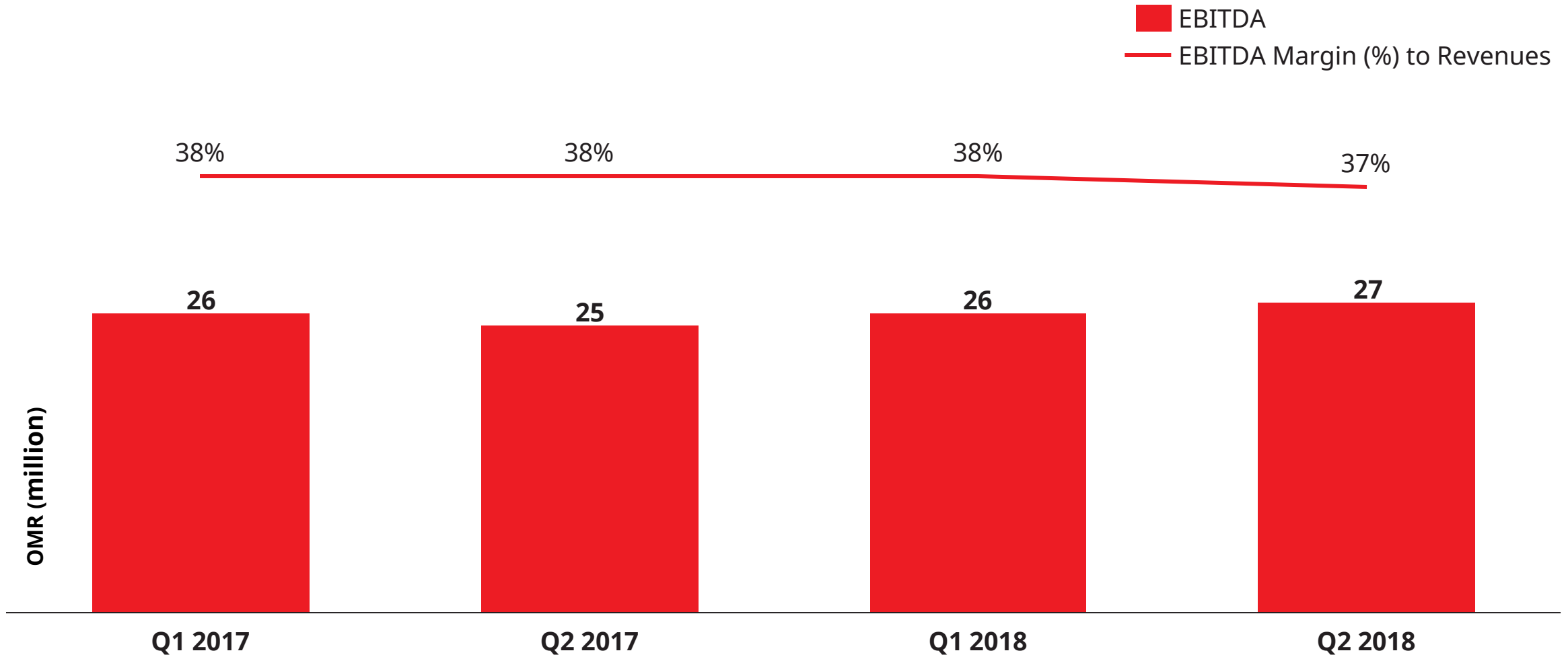


Selling General and Administrative Expenses (SG&A)

SG&A expenses remained constant in Q2 2018 compared to Q2 2017

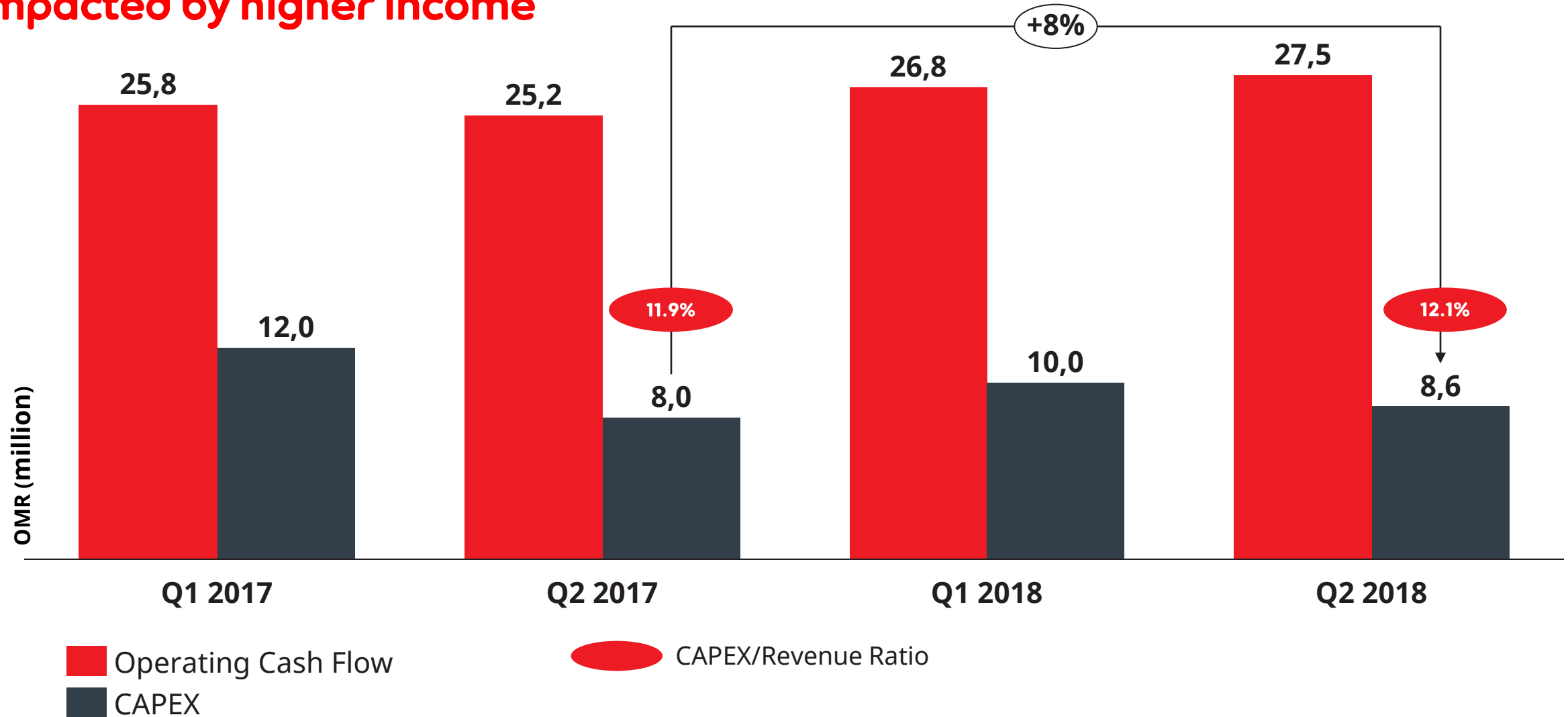


Adjusted EBITDA* - EBITDA has grown in Q2 2018 compared to Q2 2017 driven by higher revenues.

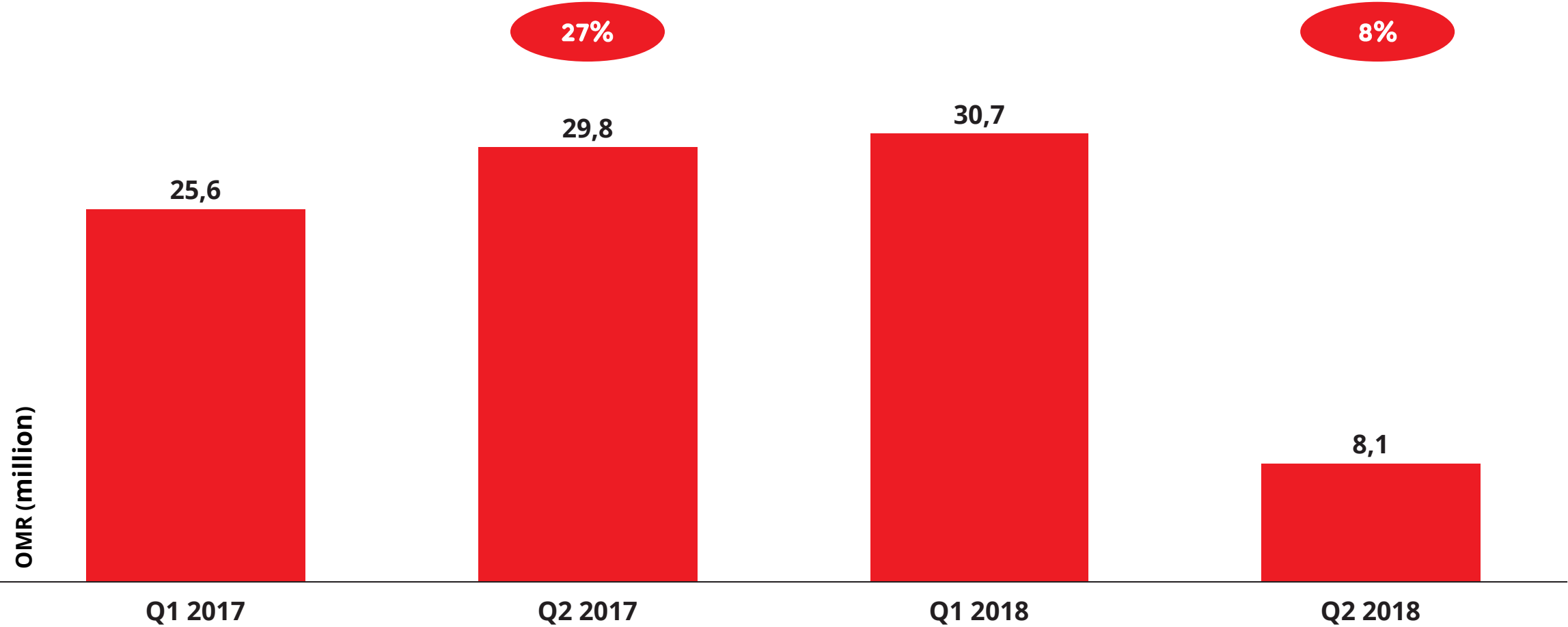


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Operating cash flow before working capital Impacted by higher income



Net Debt/Annualized Adj. EBITDA – Improvement in leverage



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

Summary

- **Market**

- Net profit growth by double digits 28.5% YoY.
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Fixed customer base up by 32.3% in first half of 2018

- **Commercial and operational**

- Data represents 58% of overall revenues
- Our major upgrade to extend our 4G coverage now means that over 94% of the population can experience our fast, reliable network
- Ooredoo Oman were the first to market fully digital in-tariff plans in the Sultanate

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Thank You