

# Ooredoo Oman Performance – Q2 2022

Investor Presentation

8<sup>th</sup> August 2022  
Conference Call

**ooredoo**



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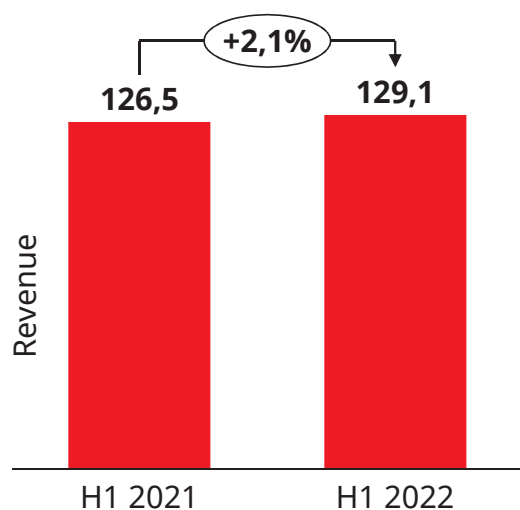
Summary

ooredoo

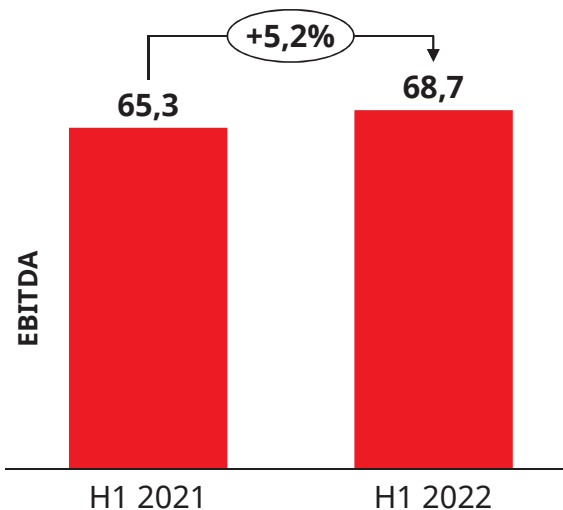


# H1 2022- Revenue , EBTIDA, and Net Profit (NP)

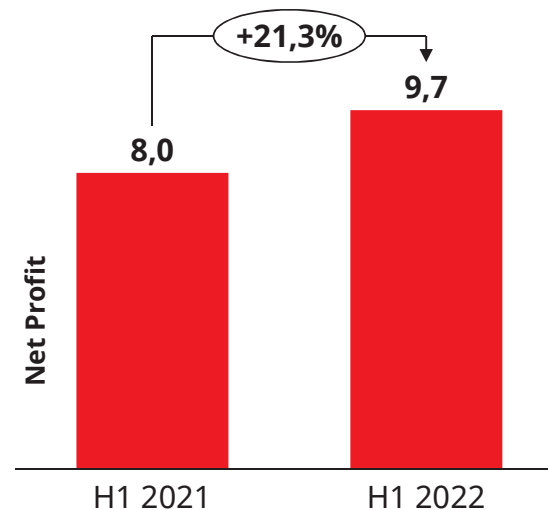
## Revenue (OMR million)



## EBITDA (OMR million)



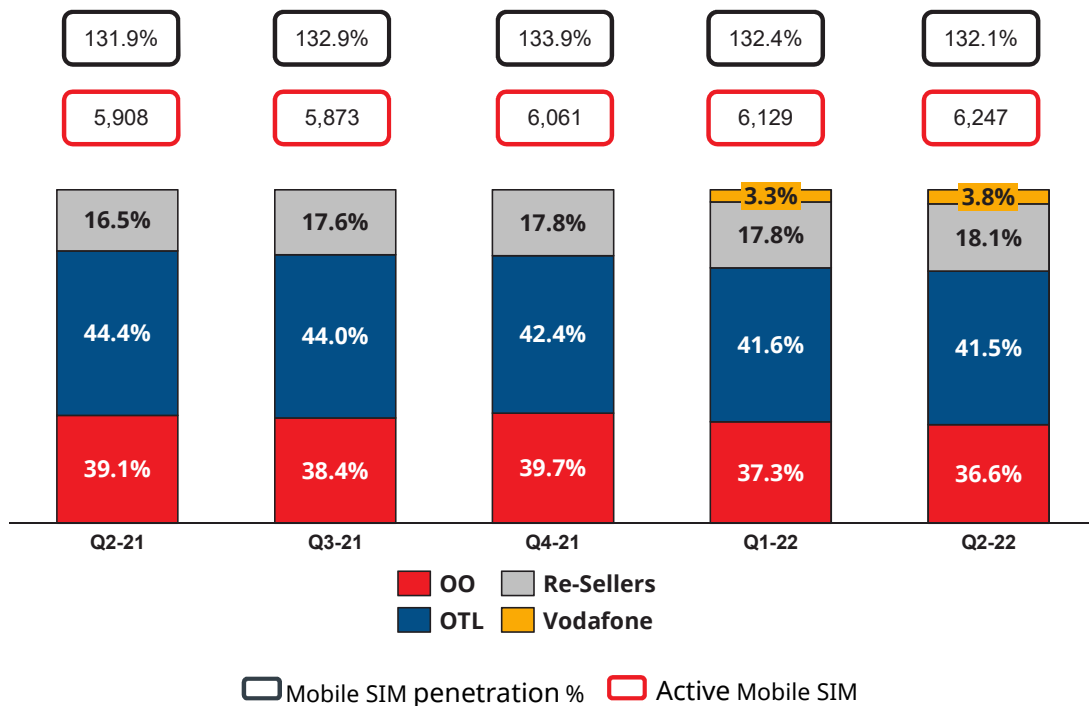
## Net Profit (OMR million)



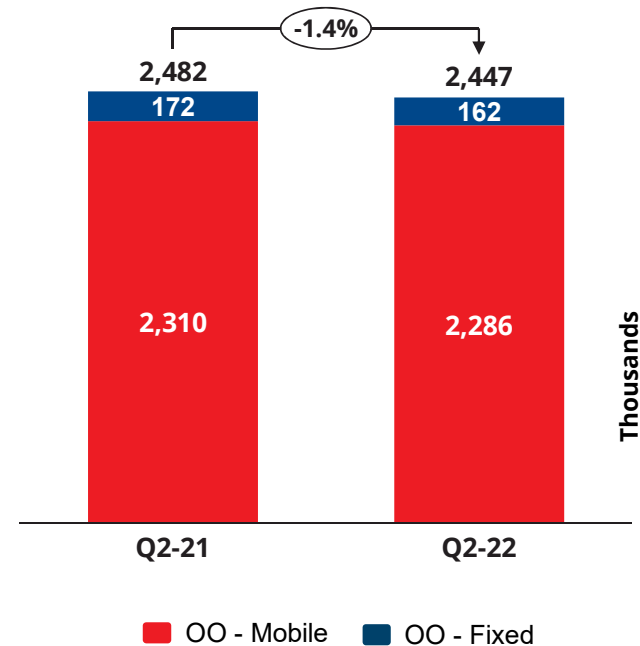
- Revenue growth was driven by higher wholesale revenue and higher handset sales.
- EBITDA growth was driven by higher revenue

# Market Share

Oman Mobile Market Share – Customers



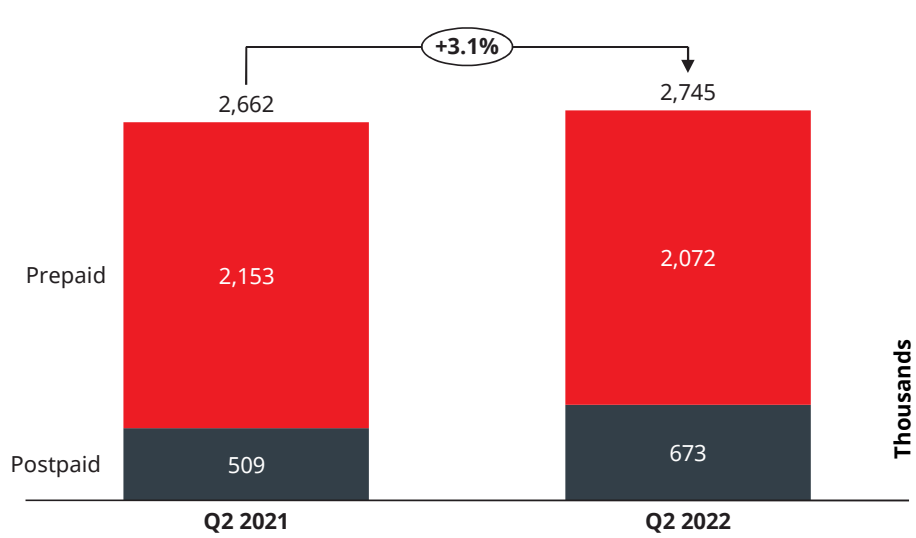
Ooredoo Oman Total – Customers



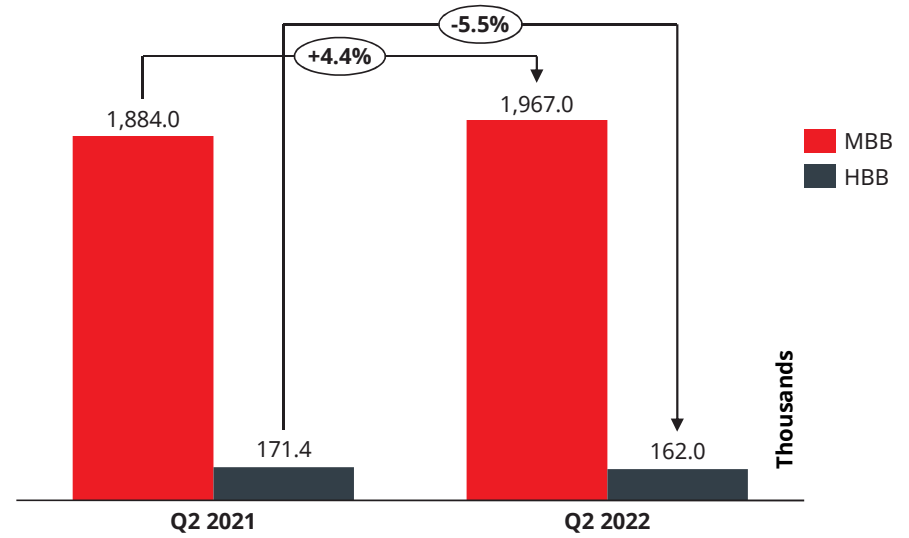
Disclaimer: VF numbers are based on market intelligence reports



# Customer Base



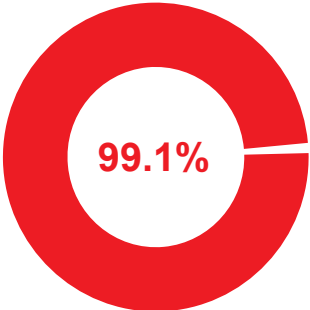
Ooredoo Oman Mobile Market Share - Customers



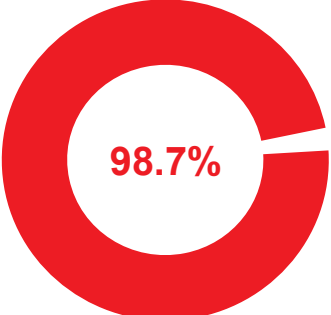
Ooredoo Oman MBB and HBB customers



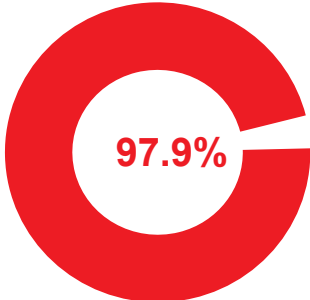
# 5G & Digitalization- Mobile



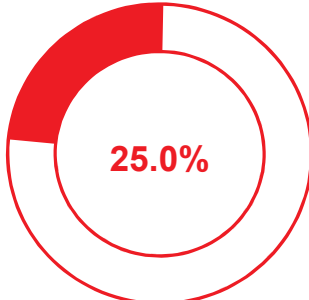
2G Population



3G Population



4G LTE Population

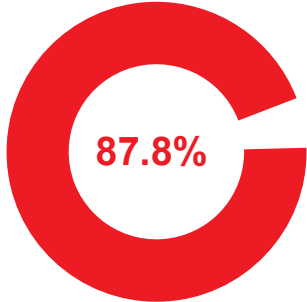


5G - MBB

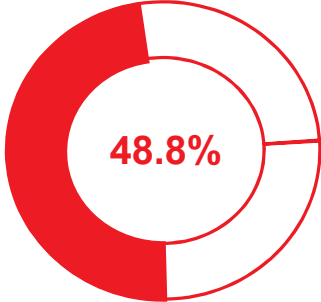
- 5G Population mobile coverage is around 25.0%.
- By end of Q2-2022, 662 (5G) sites were On-Air.
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.



# 5G & Digitalization - Fixed



4G HBB (Households %)



5G HBB (Households %)

- OO Continues to boost the capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- 5G sites by end of Q2-2022 is of 662 sites.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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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

- **Ooredoo Achieves Landmark ISO 20000-1 Certification for ICT Excellence**  
ISO 20000-1 certification



- **Excellence in Technology' accomplishments - Data Centre**  
COMEX Awards

- **Most Innovative Customer Friendly Digital Payment App (Pay+) – Oman 2022**
- **Most Innovative CSR initiatives for SME's – Oman 2022**  
Global Business Outlook Awards

- **Contribution to CSR**  
Ministry of Social Development



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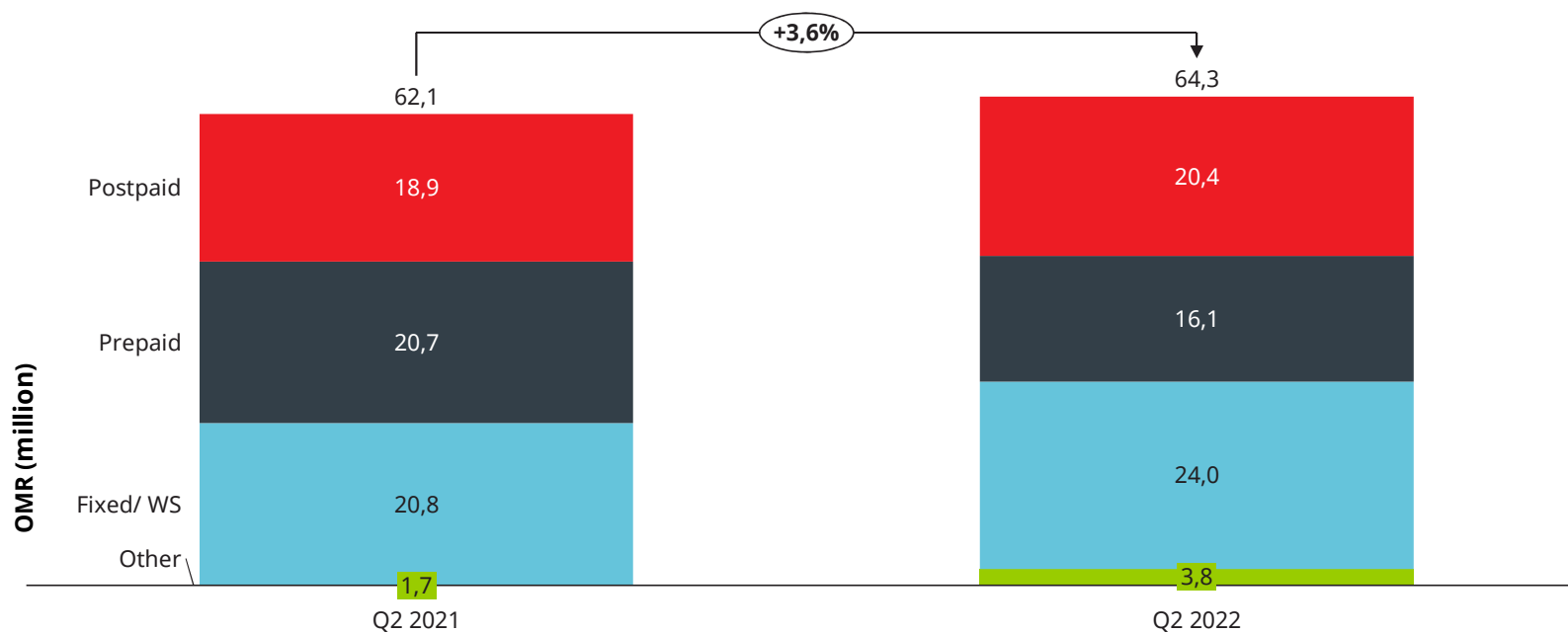
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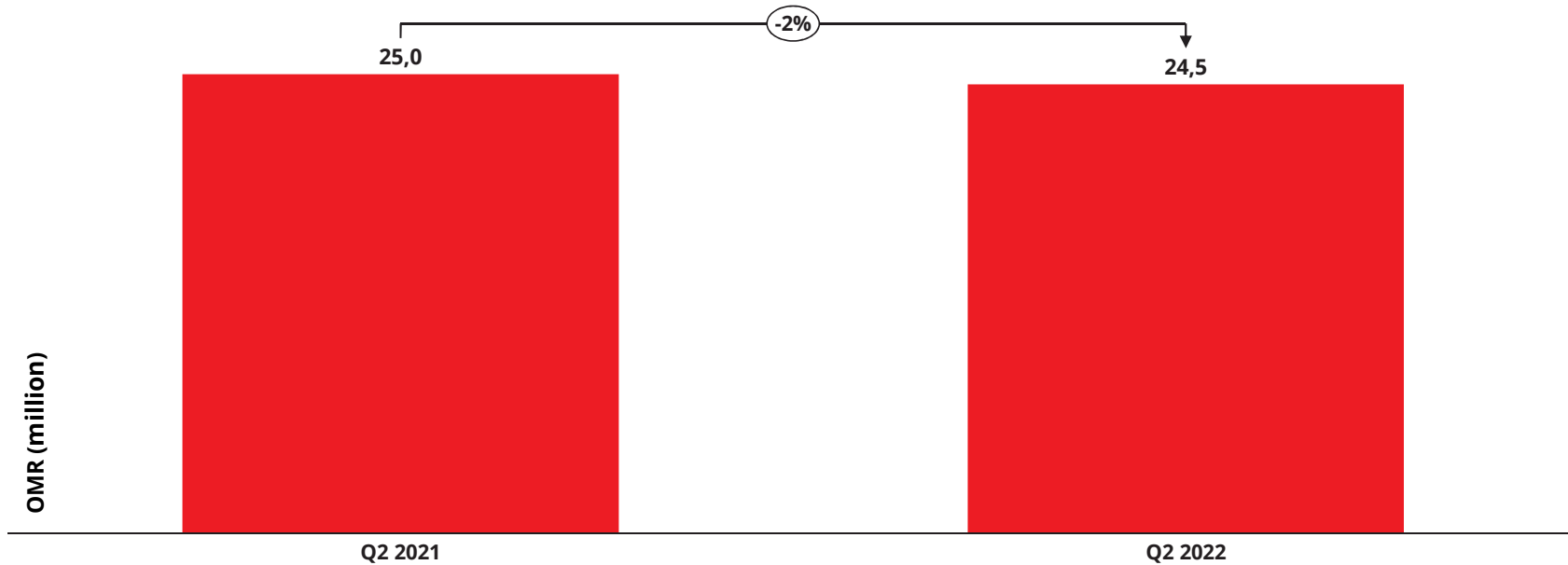


## Revenue



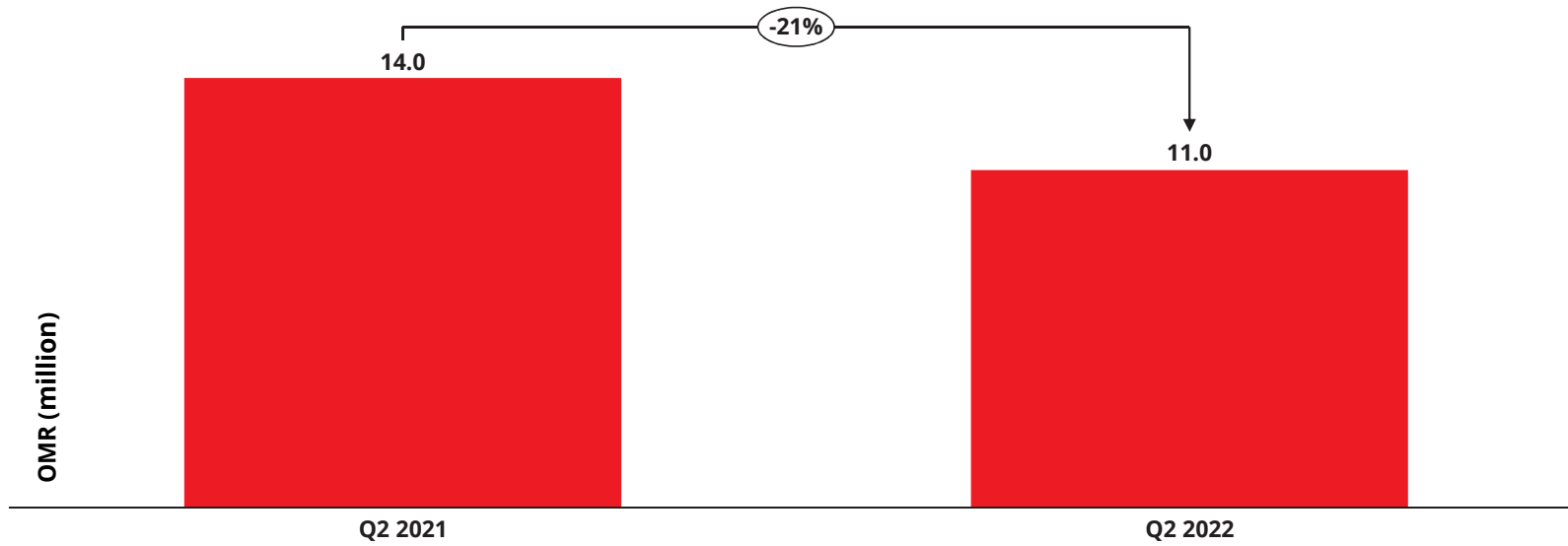
- Revenue growth in Q2 2022 is driven by growth of mobile post-paid service, Wholesale and handset sales revenues. This is partially offset by lower prepaid revenue.

## Network, interconnect and other operating expenses



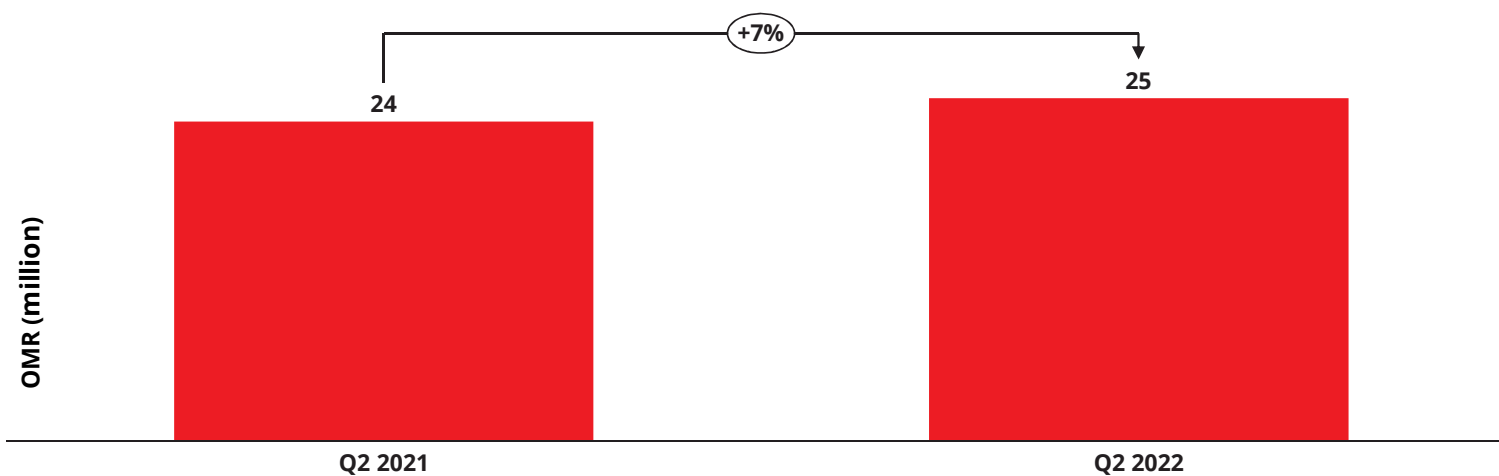
- Q2 2022 Network, Interconnect and other operating expenses marginally dropped compared with Q2 2021. Q2 2022 has lower VAS related costs and lower interconnection cost (national interconnect rate is reduced from 6bz/ minute to 4bz/ minute effective July 2021), offset by higher handset costs driven by higher handset sales.
- Ooredoo Oman continues to monitor its expenses and optimize expenditures.

## Capital Expenditure (CAPEX)



- OO continue to invest and expand its 5G network and digital capabilities

## Adjusted EBITDA\*

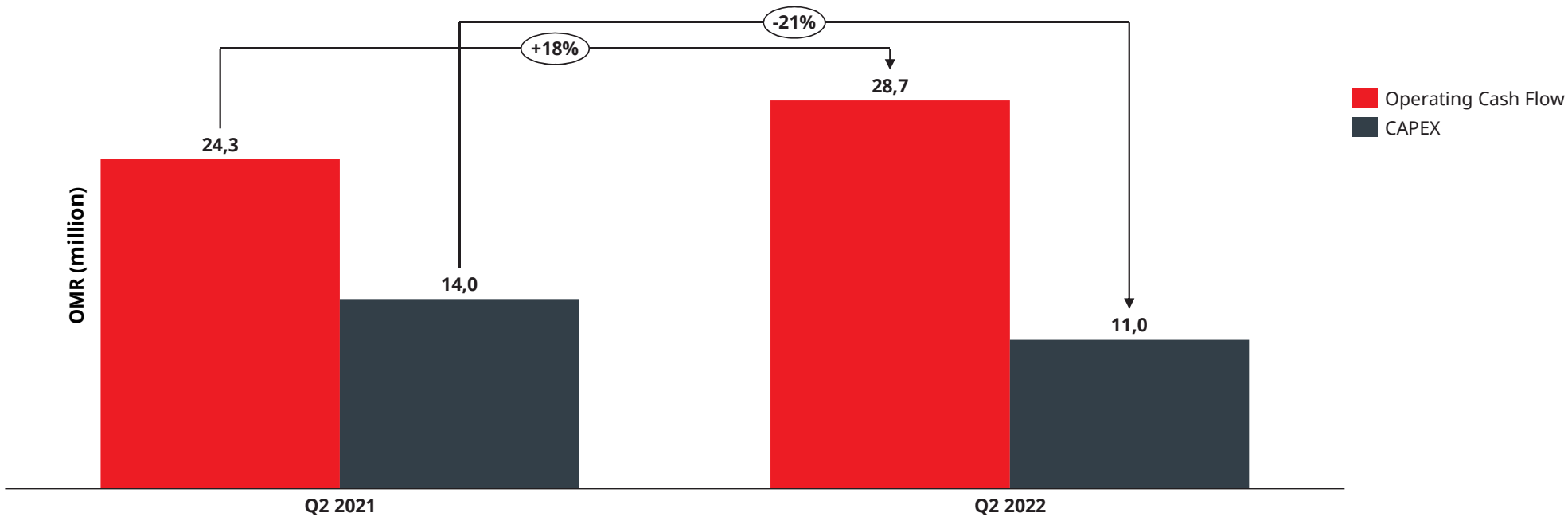


- Q2 22 adjusted EBITDA is higher compared to Q2 21 driven by higher revenue and lower operating expenses.

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

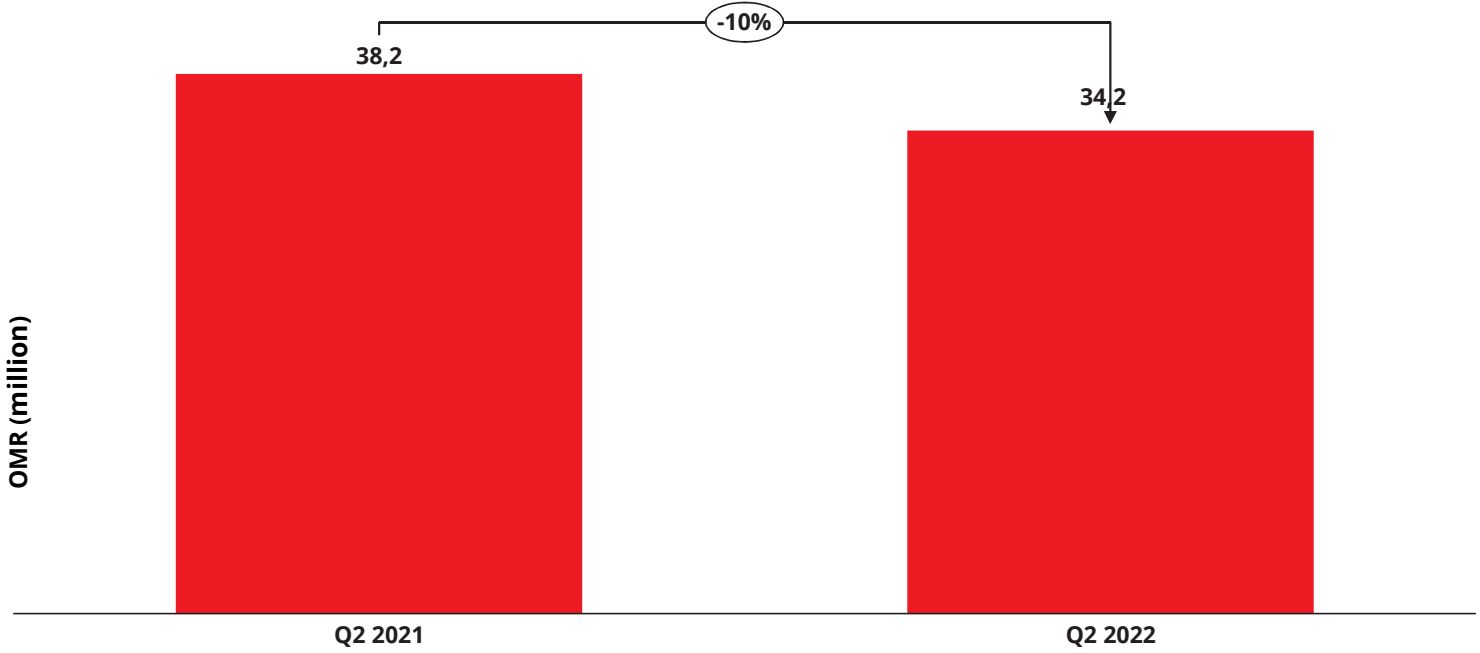


# Net cash from operating activities



- Cash flow from operation has improved driven by improvement in income.

# Net Debt



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

# Summary

- **Market**

- Postpaid revenue continued to grow driven by growth of customer base.
- Prepaid revenue is impacted by 3MNO entrant.
- Fixed and home-broadband market is impacted by intensive competition.

- **Commercial and operational**

- Data represents +70% of overall revenues.
- This quarter has seen an increase in revenue, net profit and customer base, thanks to a number of initiatives undertaken during the period.
- Postpaid customer base growth is supported by attractive Shahry plans and exciting promotions, such as our bonus data offer.
- Ooredoo Oman will continue to enhance customer digital experience by providing customers with an end-to-end service across all touchpoints

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# Thank You