

Ooredoo Oman Performance – Q3 2018



Investor Presentation

29th November 2018
Conference Call



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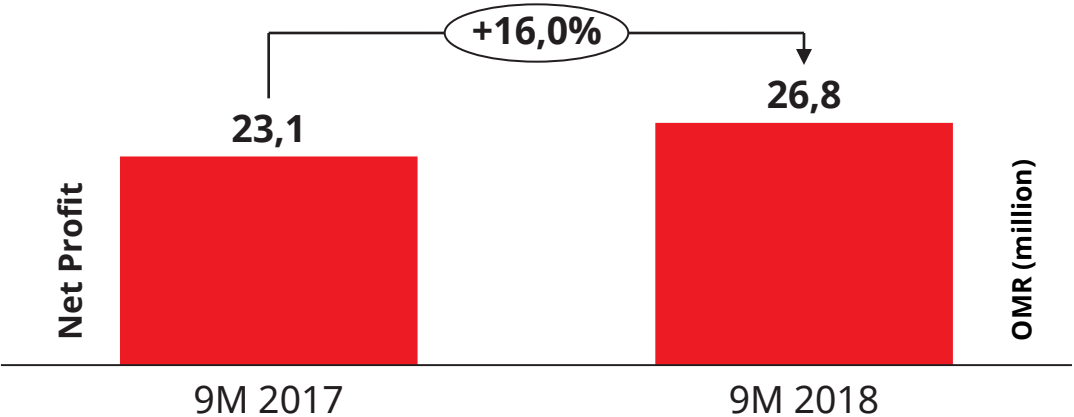
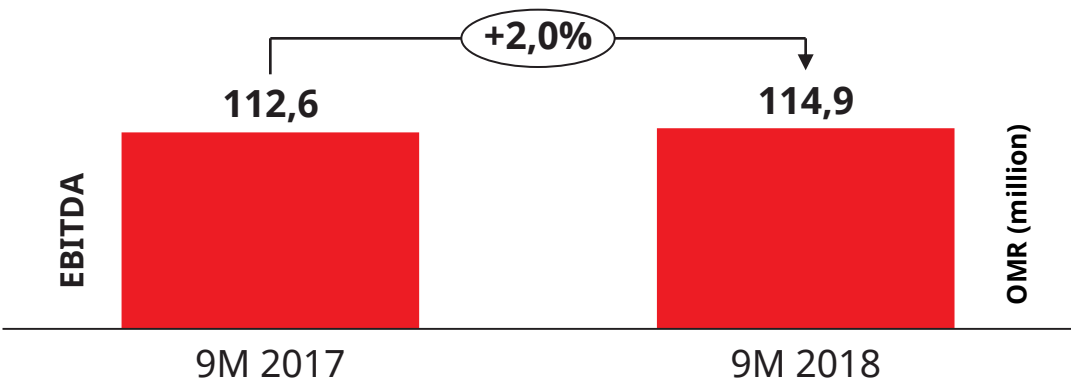
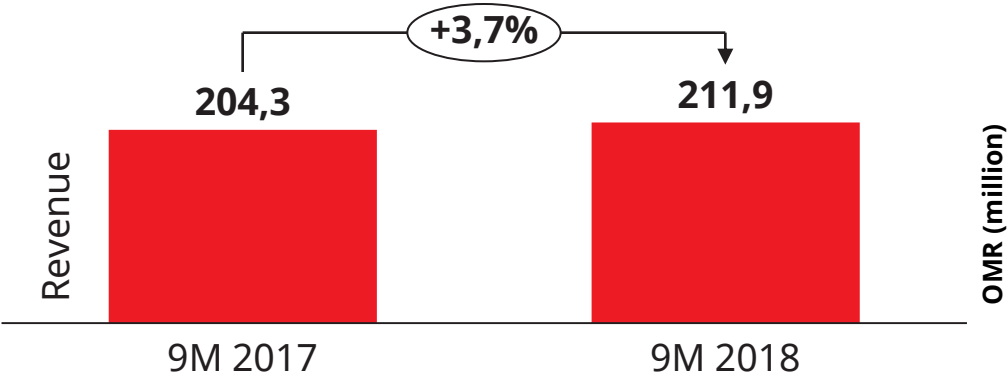
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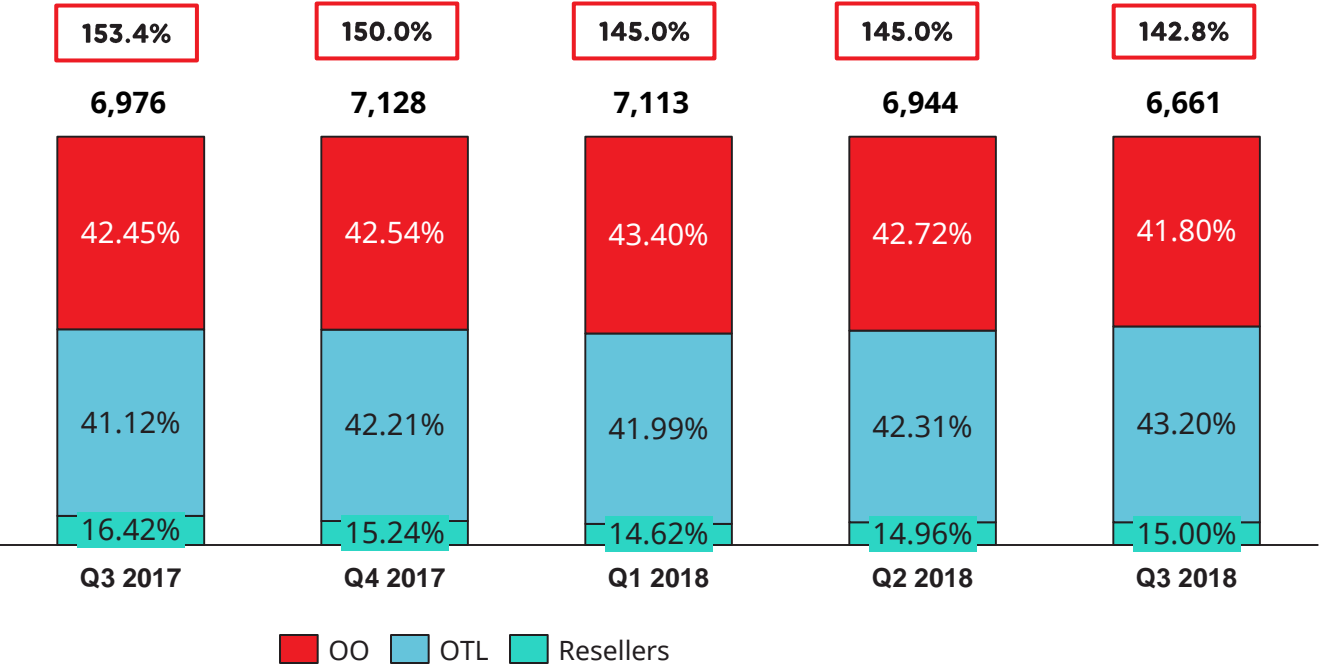
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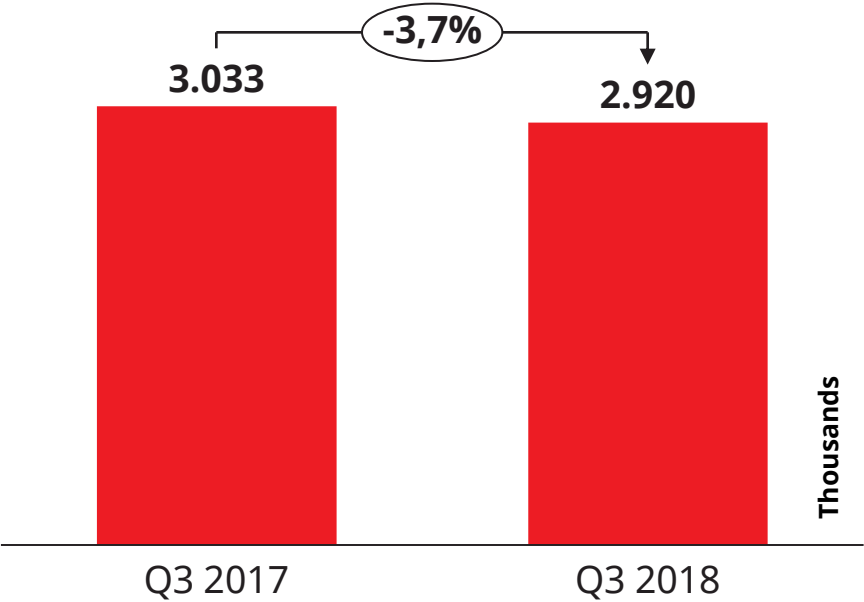
9M 2018- Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership

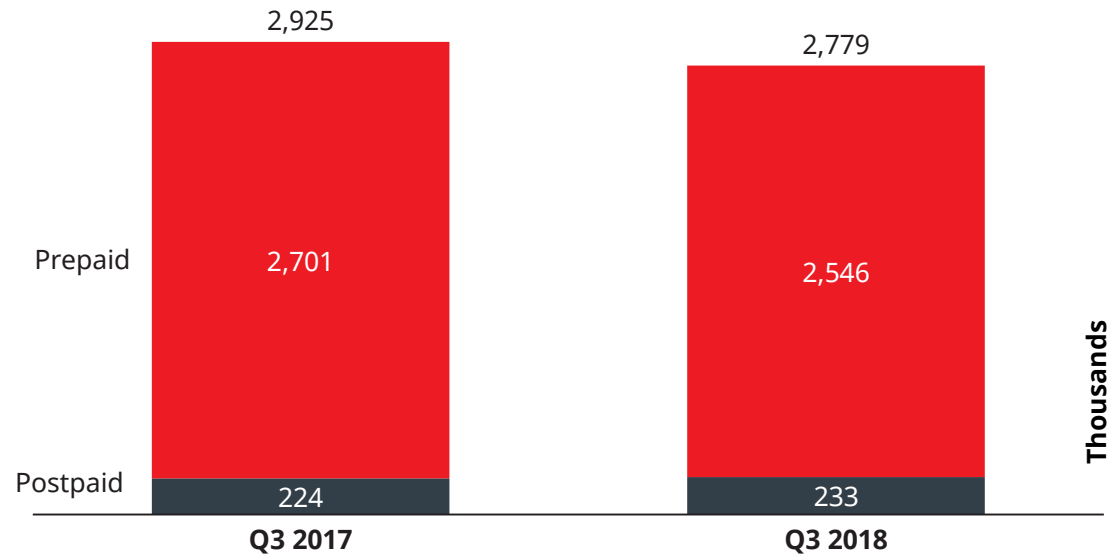


Oman Mobile Market Share - Customers

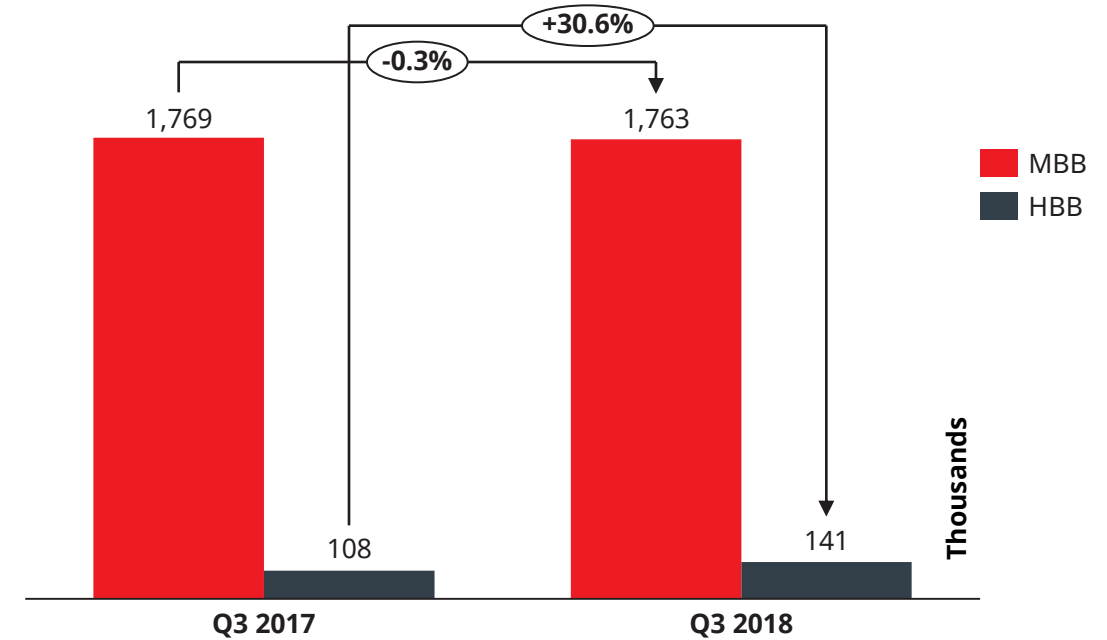


Ooredoo Oman Total Customers

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



Ooredoo Oman Mobile Market Share - Customers



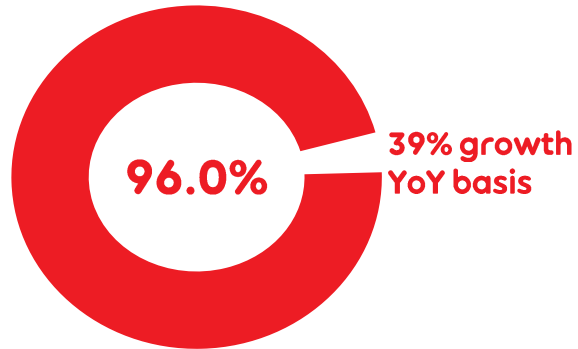
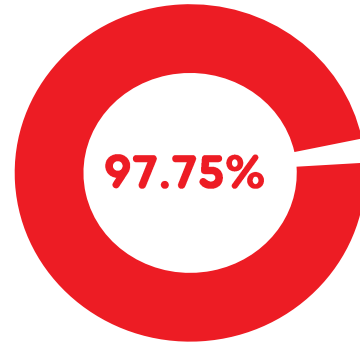
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

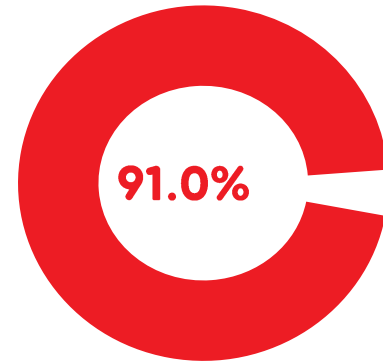
2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

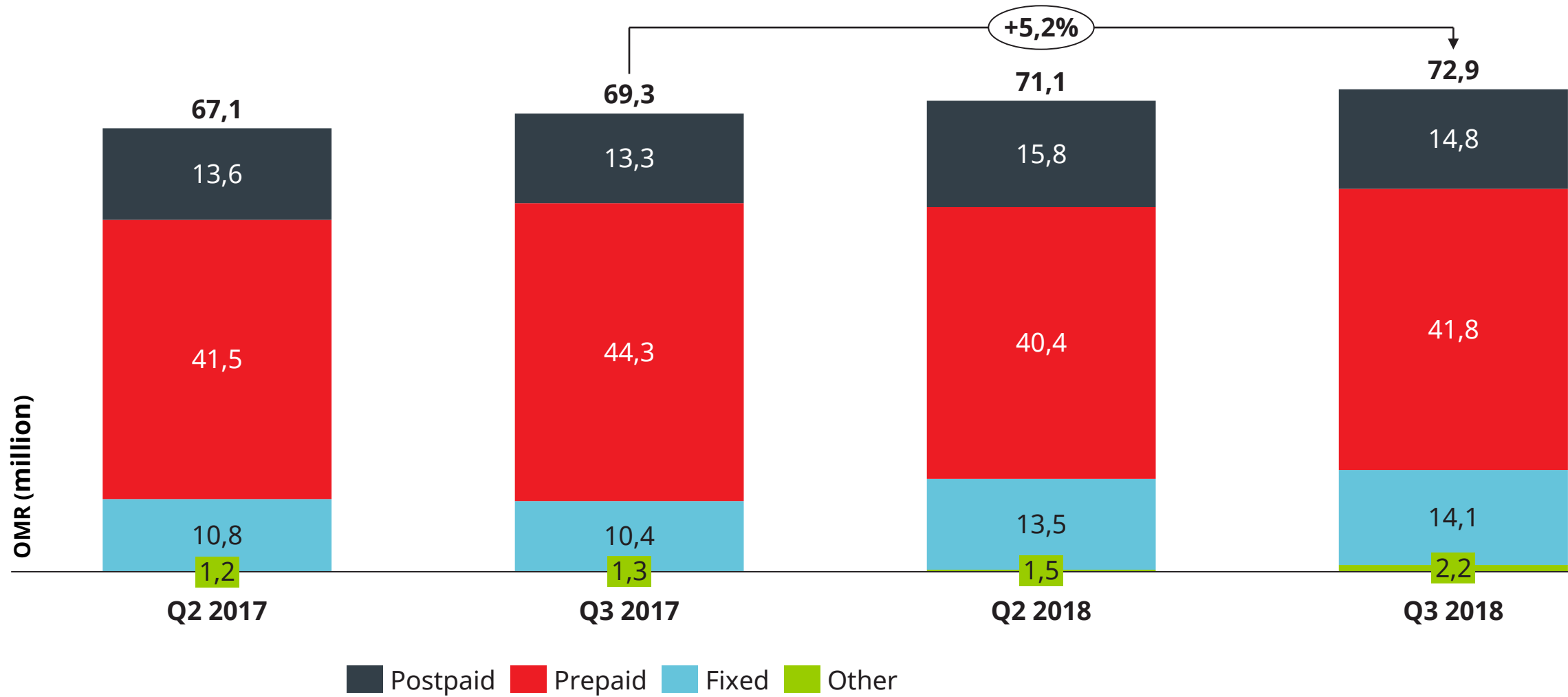
- 167+ LTE sites are came on-air by end of Q3 , Reaching 96% LTE population coverage.
- 4G coverage growth is ongoing and it will reach 3G coverage by Q4.
- Phase1 A & B Test & Development environment for IT has been completed.
- “Luban “ cyclone management with least network disruption and down time.
- Assessment for high availability & Disaster recover requirements in IT is ongoing.
- Pre-readiness for scaling up IT development factory in Q3 is completed and for Q4 is ongoing.
- Launch of Real Time Campaign
- Expansion of Data Center

Achievements, Offers & Awards

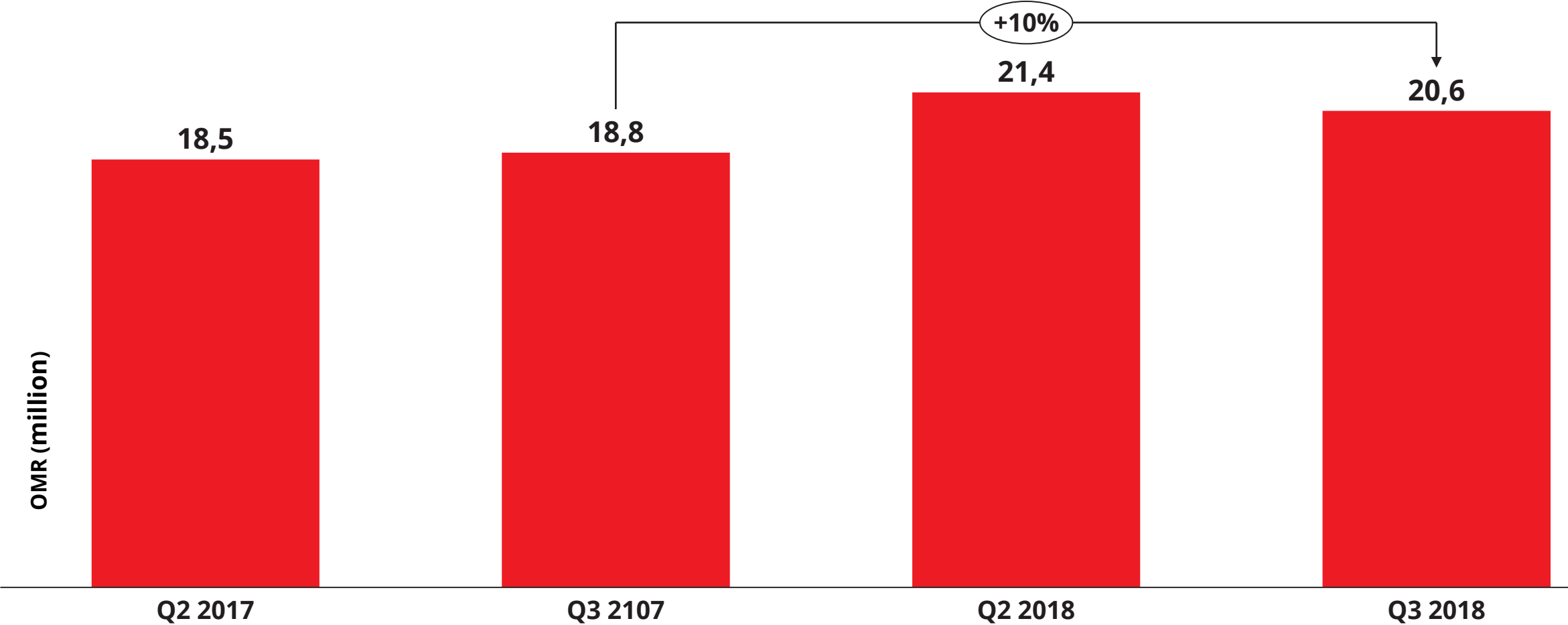
- Continued strong growth in home broadband revenues; up 70% in Q3 2018 vs. Q3 2017.
- Mobile data revenue grew by 2.8% in 2018 vs. 2017,
- Consumer revenue grew by 3.2% in Q3 2018 vs. Q2 2018.
- Ooredoo continues to lead the Brand Equity Index (BEI) in the telecom category.
- Continued increase in Ooredoo Oman App users with more than 670K and more than 2 million customers in our Nojoom program.
- First Launch in Oman – a Chatbot (Saeed) – available through our website and Ooredoo Oman App
- Won two prestigious awards at Telecoms World Middle East, for Best Operator Network and Best Digital Content.



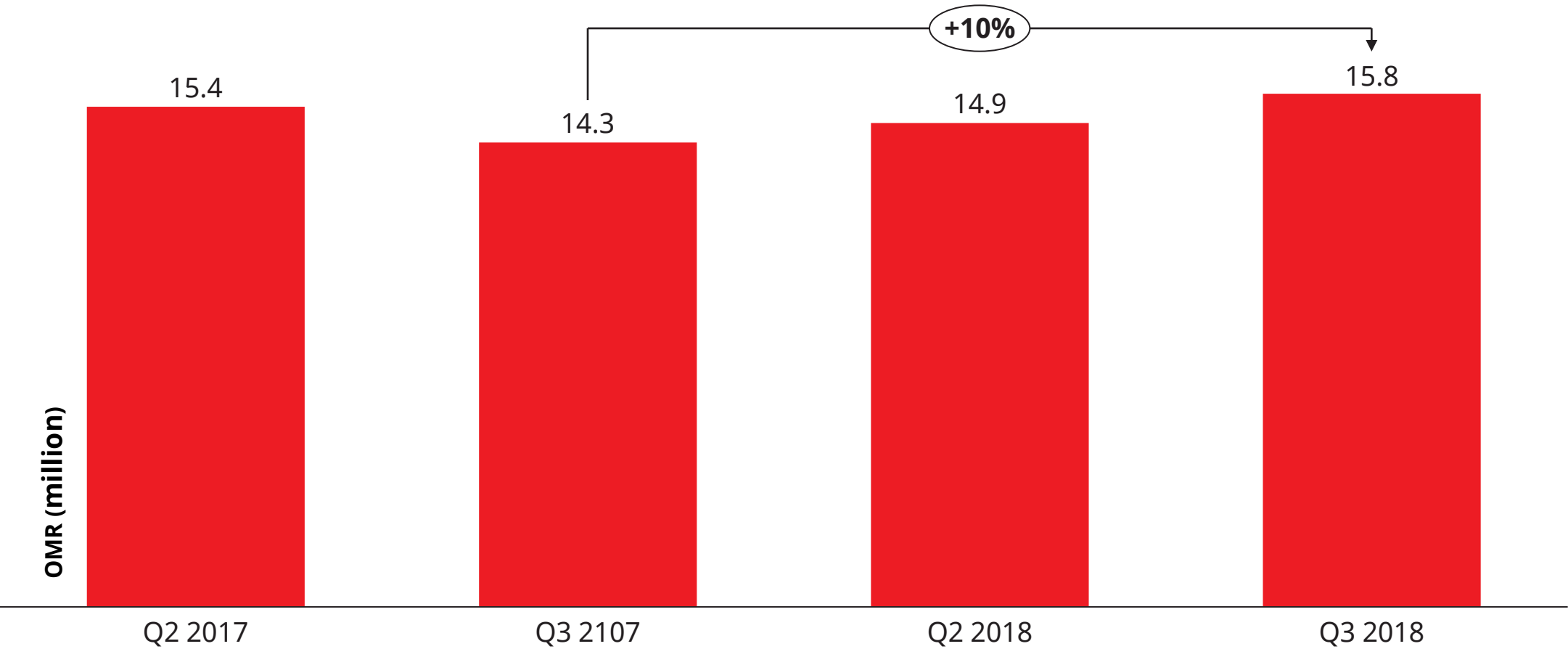
Revenue – The increase in revenue is driven by growth of fixed Home Broadband revenue as well as higher device sales.



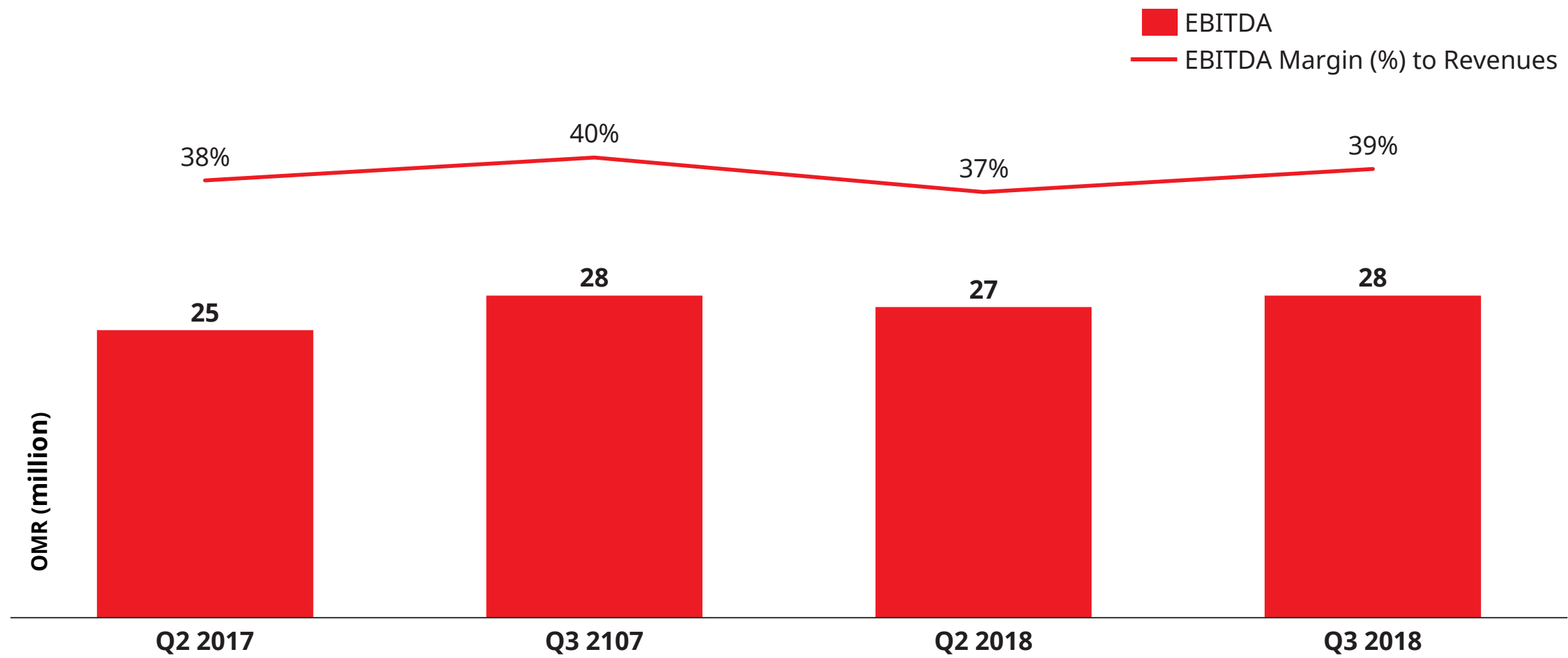
**Operating Expenses –Operating Expenses has increased in Q3 2018
mainly driven by higher devices sales.**



Selling General and Administrative Expenses (SG&A)
SG&A is higher in Q3 2018 compared to Q3 2017 driven by higher costs related to bad debt provision impacted by IFRS9 provision calculation guideline

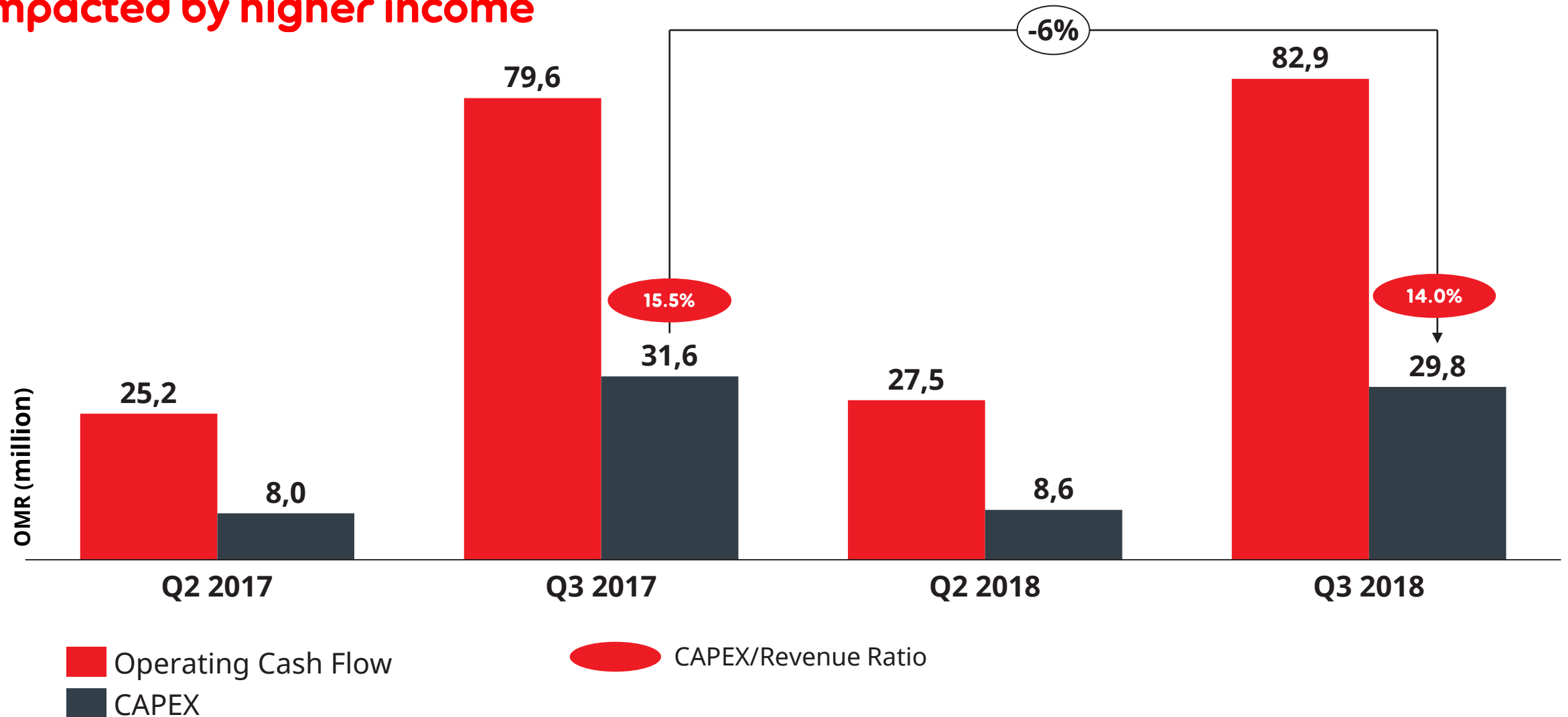


Adjusted EBITDA* - EBITDA in Q3 2018 is constant at 28m compared to Q3 2017.

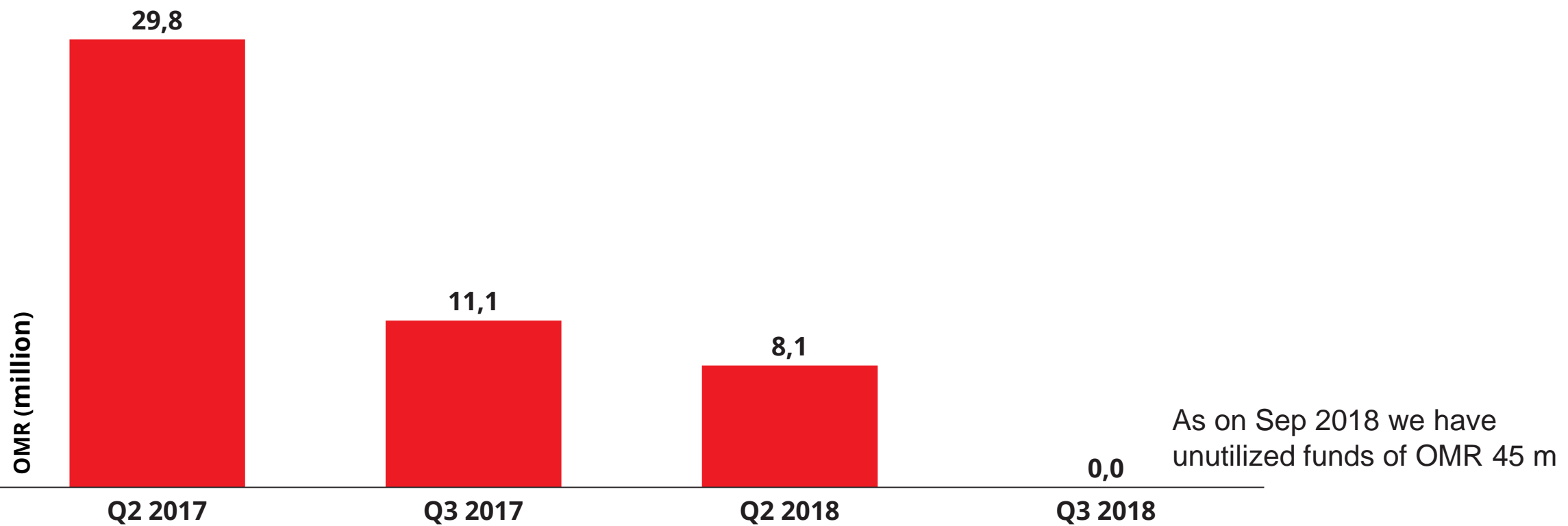


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Operating cash flow before working capital Impacted by higher income



Net Debt/Annualized Adj. EBITDA – 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 16.0% YoY.
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Fixed customer base up by 29.8% in first nine months of 2018

■ Commercial and operational

- Data represents 60% of overall revenues
- Our focus is very much on digital enablement and our products and services increasingly cater to the digital requirements of consumers and businesses across the Sultanate
- As the Sultanate's data experience leaders, we are also committed to continue investing in our network, and our major upgrade to extend our 4G coverage has now resulted in 96% of the population being able to experience our fast, reliable network.
- First to launch in Oman – a Chatbot (Saeed) – available through our website

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Thank You