

Ooredoo Oman Performance – Q3 2019



Investor Presentation

31st October 2019
Conference Call



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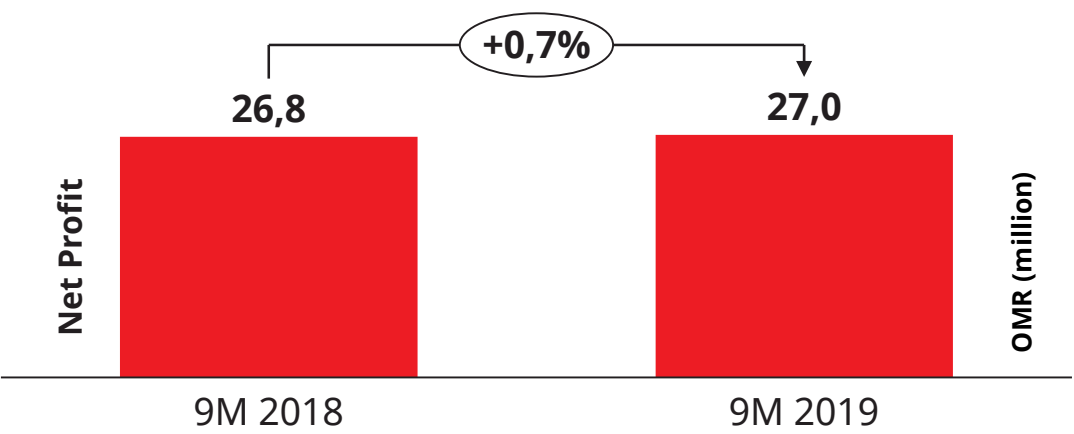
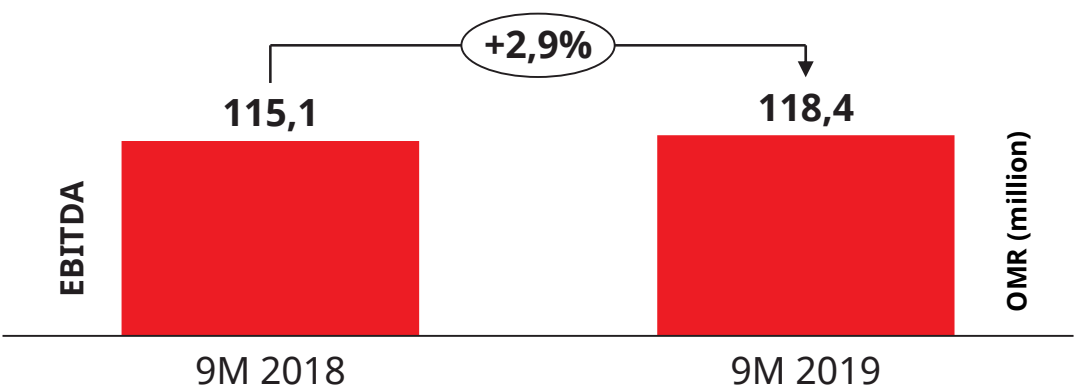
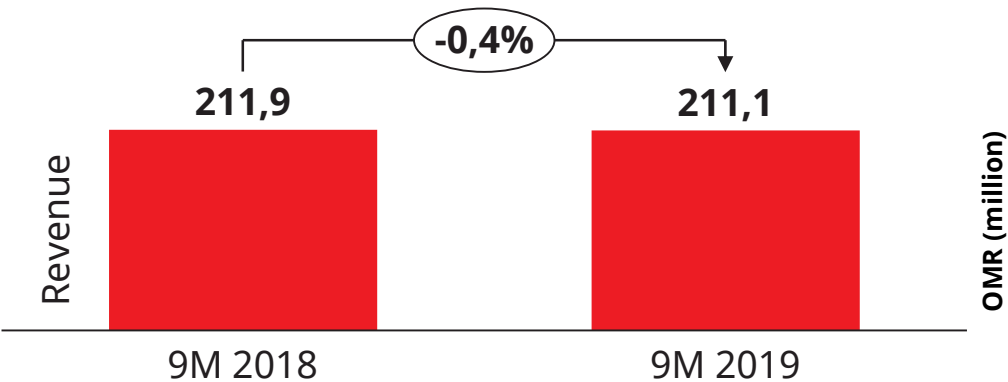
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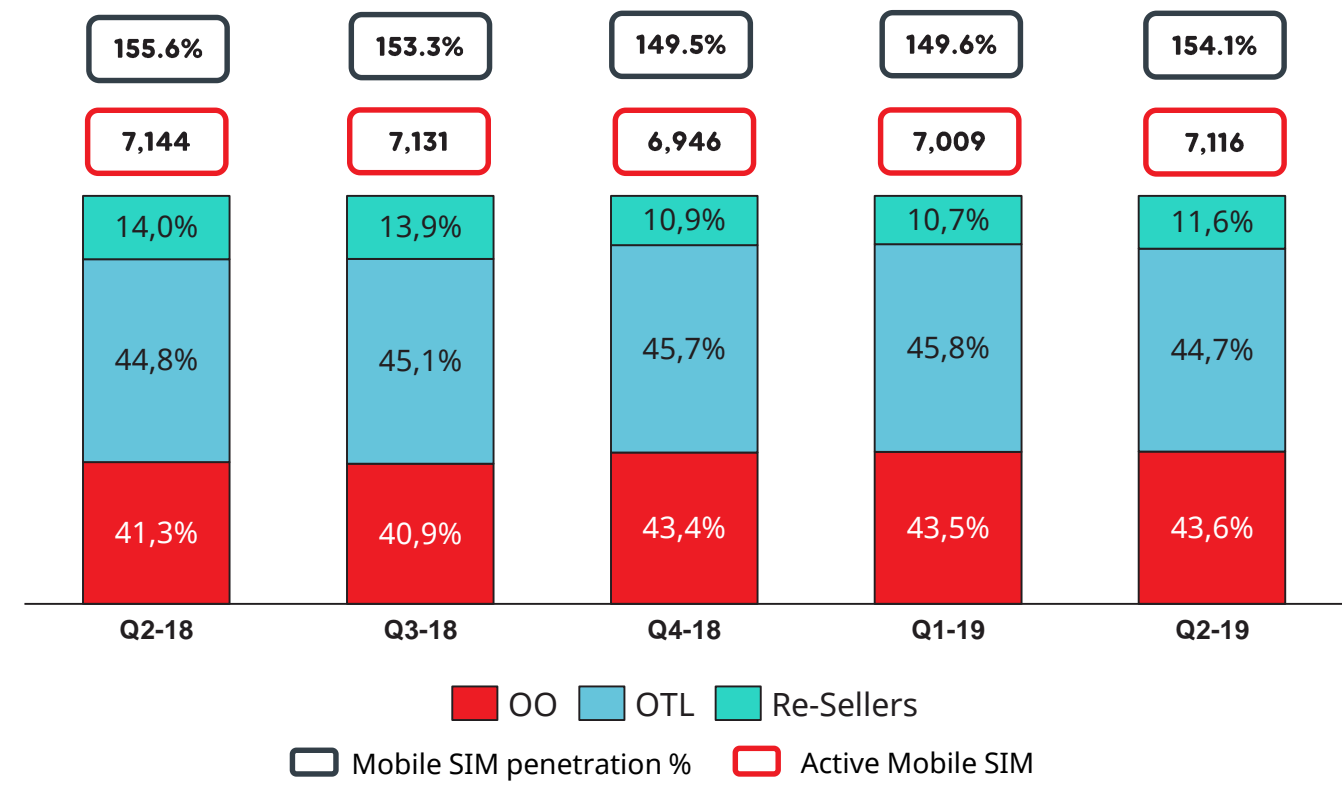
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9M 2019- Revenue , EBTIDA, and Net Profit (NP)

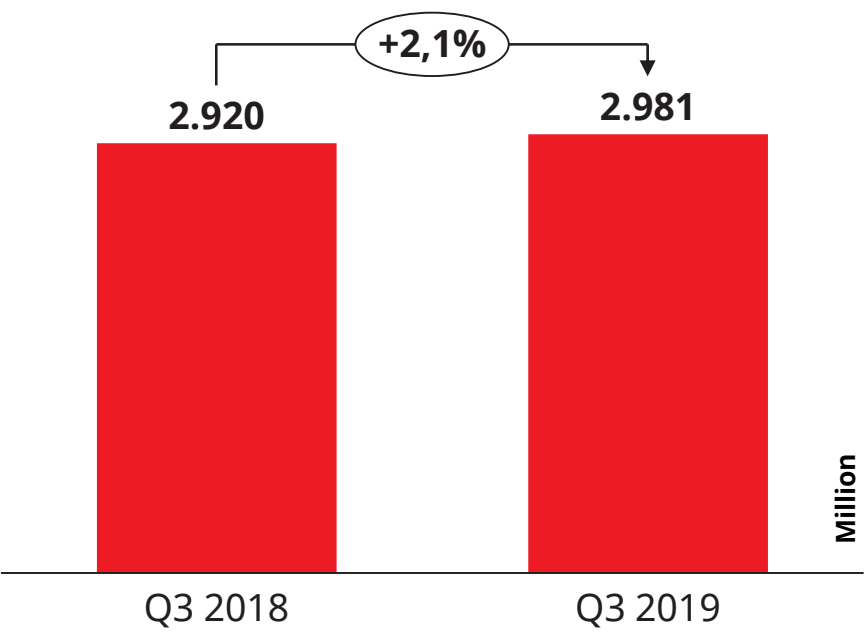


Market Share



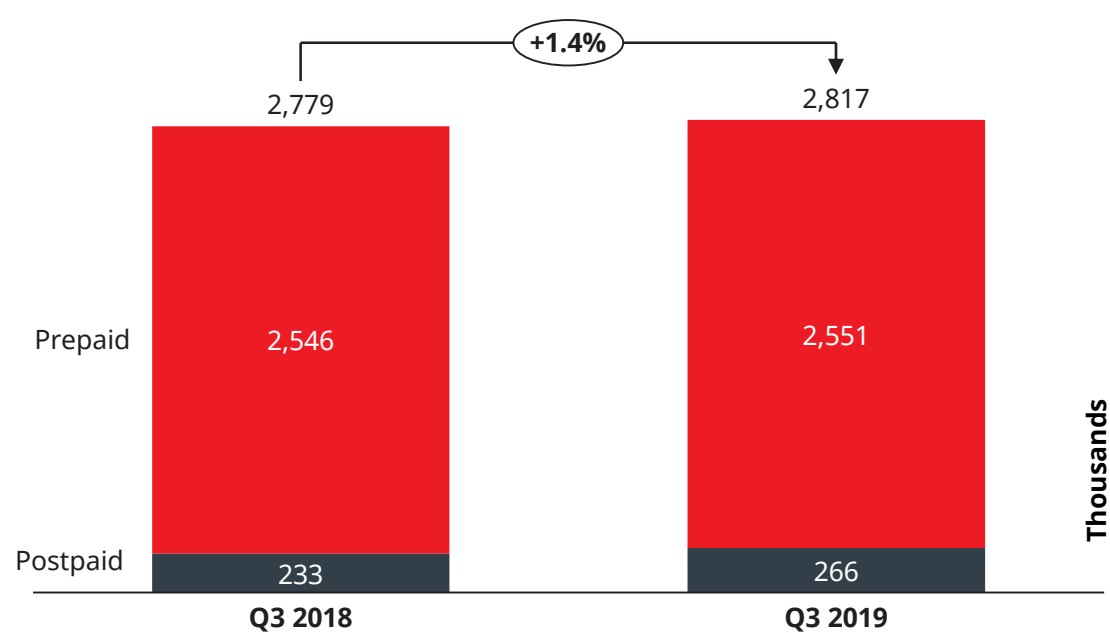
Oman Mobile Market Share – Customers*

*Q3 numbers for Mobile Market Share not yet published

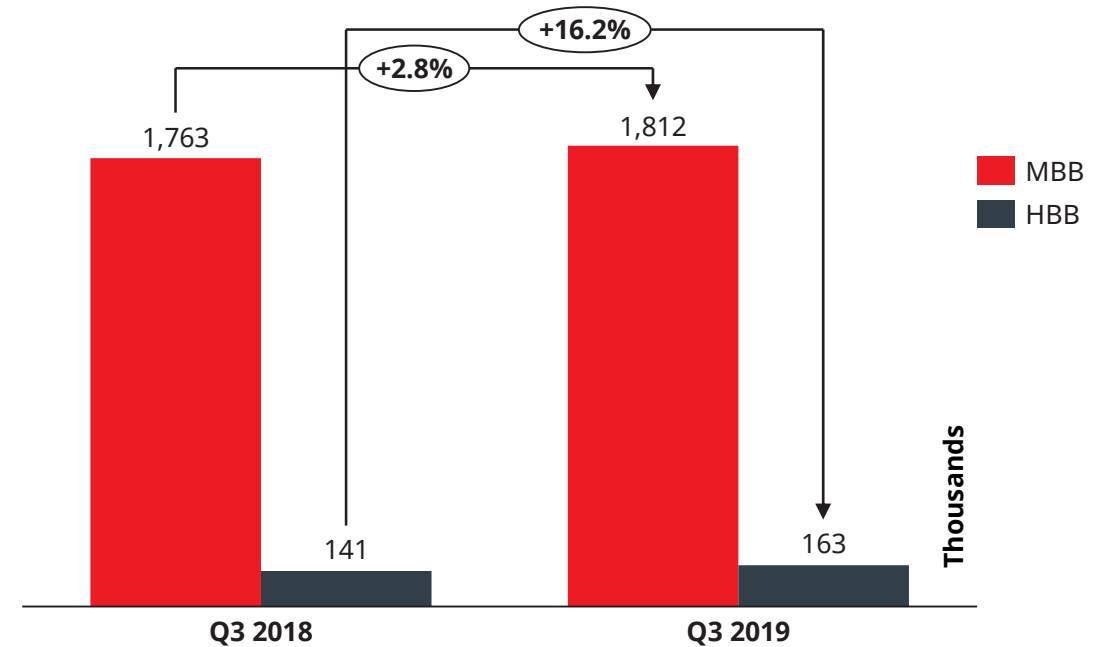


Ooredoo Oman Total Customers

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



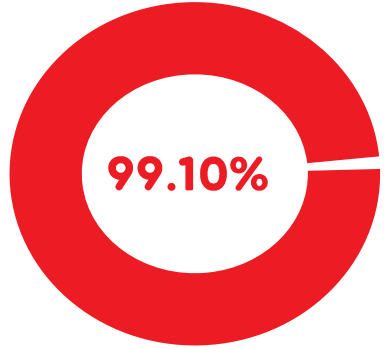
Ooredoo Oman Mobile Market Share - Customers



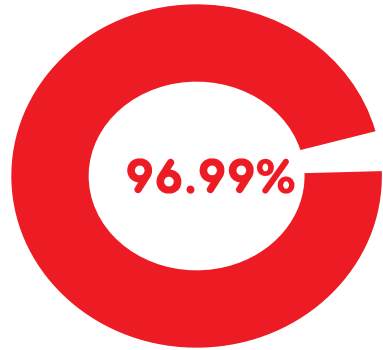
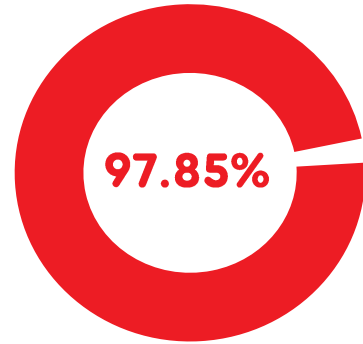
Ooredoo Oman MBB and HBB customers

4G & Digitalization

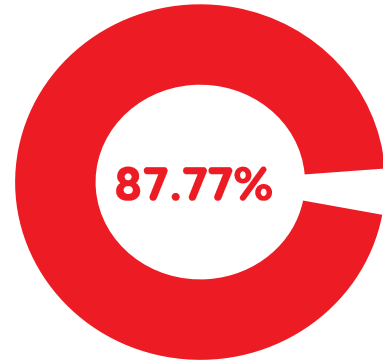
2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

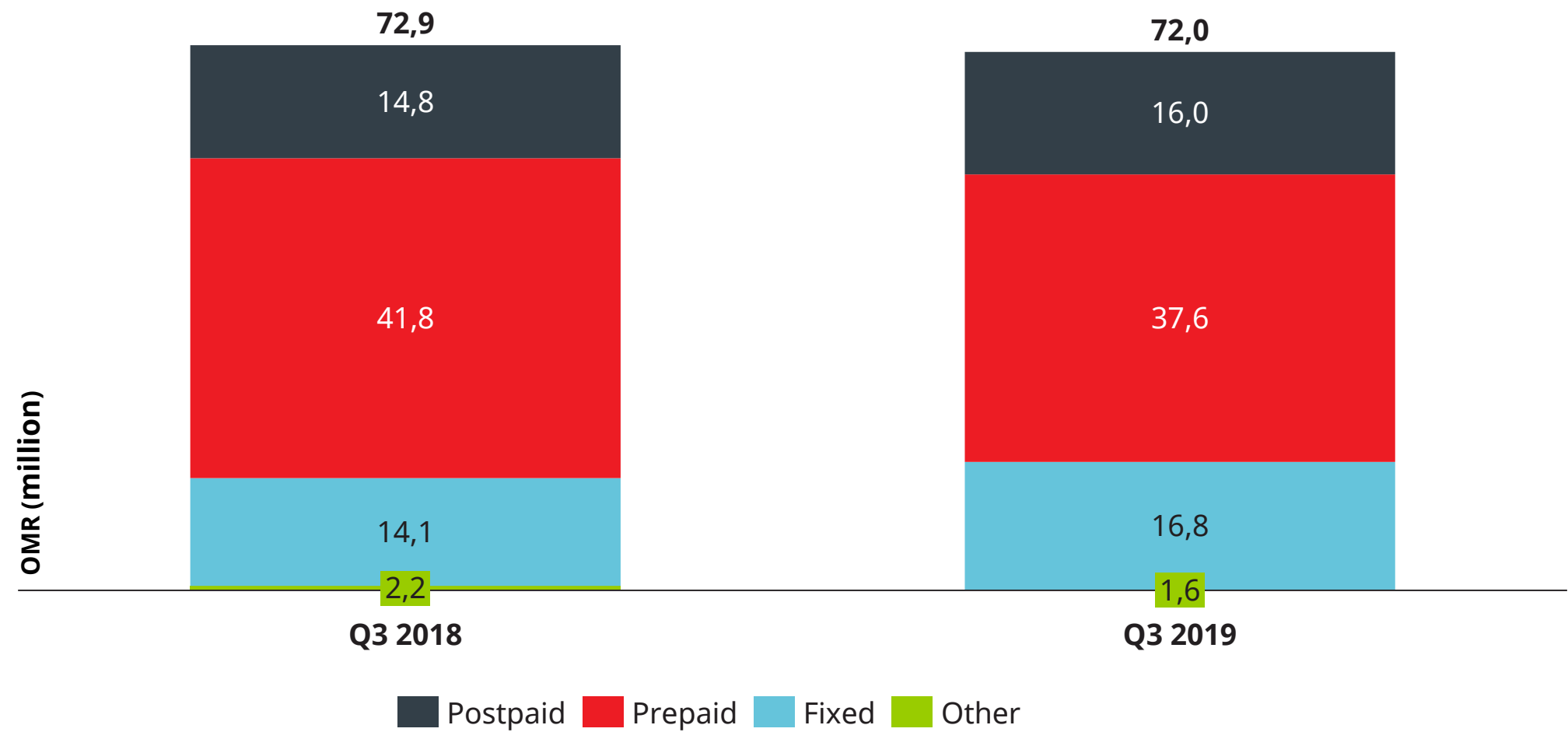
- 35 additional 4G LTE sites with different carriers came on-air by Q3 2019, increasing LTE coverage to 96.99%
- Fast HBB rollout and upgrades continued in Q3 2019 with 35 new coverage sites and 16 sites upgraded to Massive MIMO (Pre-5G)
- Khareef Salalah was managed with no congestion and with excellent customer experience.
- Carrier billing launch with Apple/iTunes
- More dynamic use cases are added to the chatbot digital channel (Saeed)
- Digitizing the Postpaid offers and onboarding process in the customer App.

Achievements, Offers & Awards

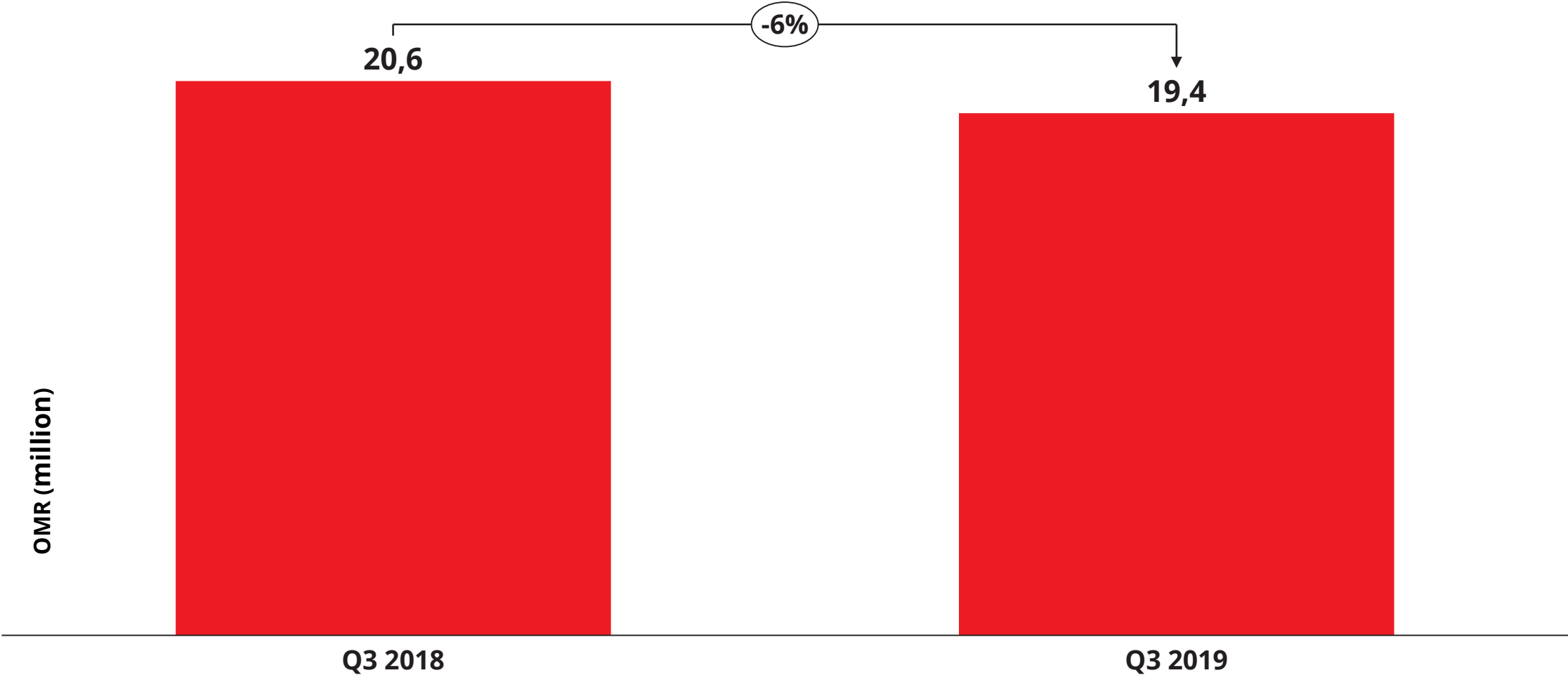
- Ooredoo has been awarded Best Customer Experience transformation strategy in the middle east.
- Ooredoo Oman launches two 5G experience demo zones in Muscat and Salalah
- Ooredoo wins Large Cap category award for the best performing companies in Oman
- Ooredoo has signed (MoU) with GBM Oman. The partnership will see both companies working together on key areas including IoT (Internet of Things) solutions, predictive maintenance, smart cities, smart mobility and smart retail and manufacturing, as well as Artificial Intelligence (AI), connectivity and unified communications to name but a few.
- 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.



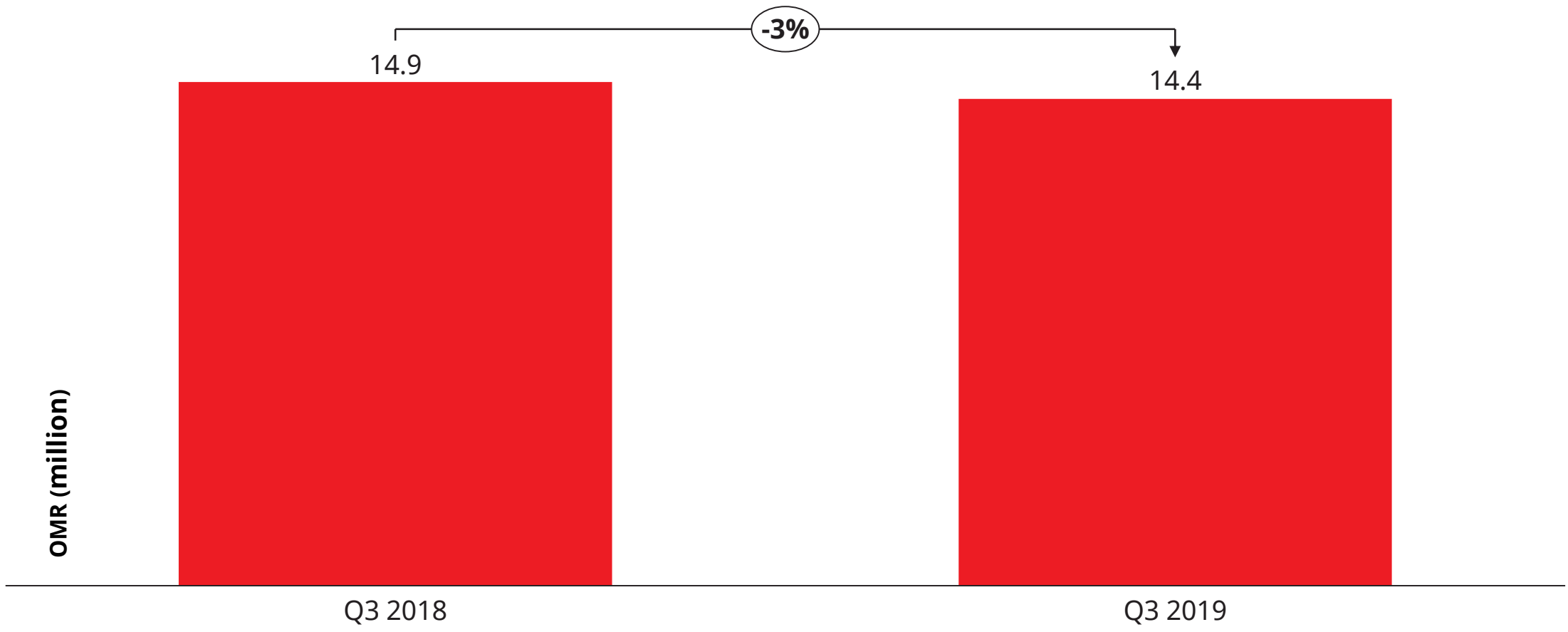
Revenue



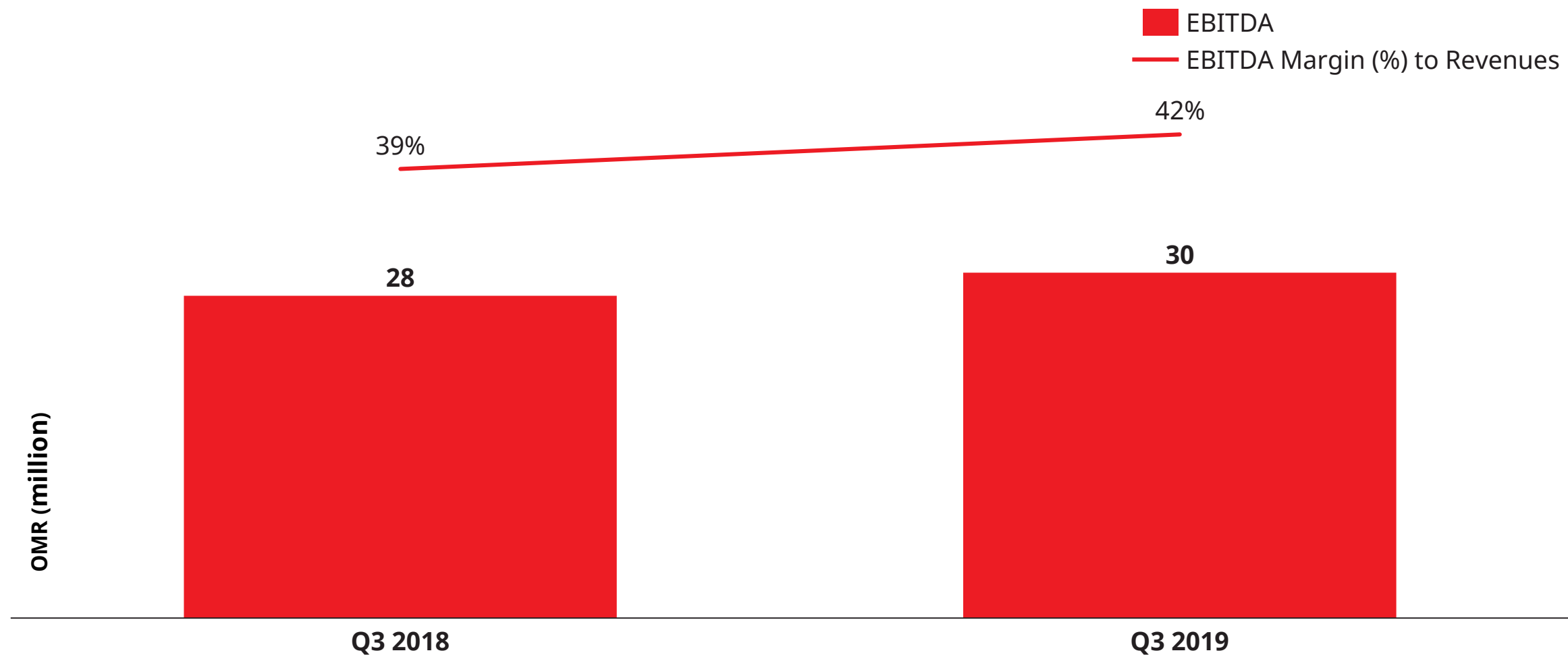
Operating Expenses



Selling General and Administrative Expenses (SG&A)

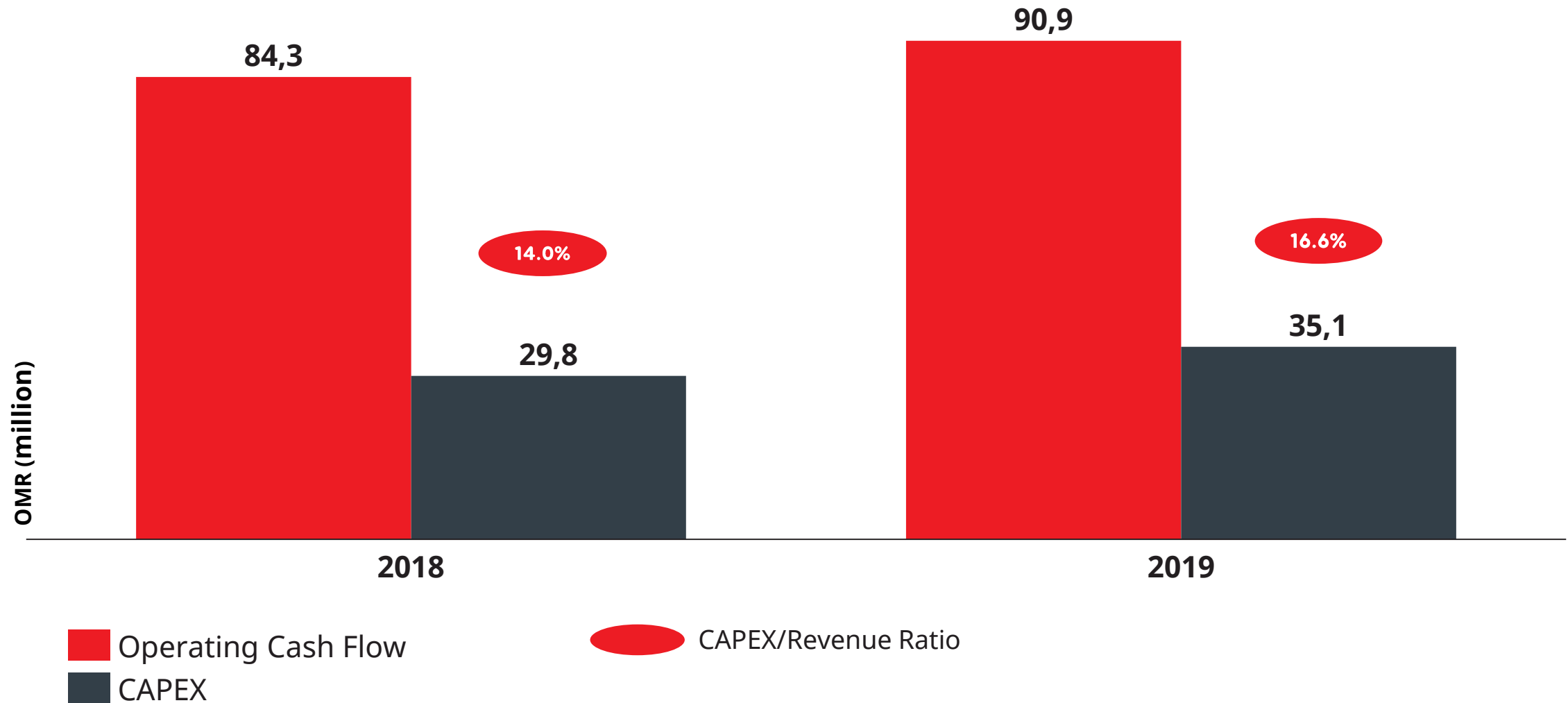


Adjusted EBITDA* -



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

Operating cash flow before working capital - YTD



Summary

- **Market**

- Net profit slightly increase YoY
- Revenue marginally reduced due to lower mobile revenue
- Fixed customer base continue to grow by double digits 16.2% in first nine months of 2019

- **Commercial and operational**

- Data represents 68% of overall revenues
- Our Data Experience Leadership Strategy continues to deliver some exciting new products
- Investment in our fixed and wireless networks continues - with mobile geographical LTE coverage reaching more than 97%
- Digital base continue to grow faster than legacy i.e. prepaid and postpaid, top up, payment and other services via application, online and other digital channels.

Presented by:

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

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