

OOREDOO OMAN PERFORMANCE – Q3 2022

Investor Presentation

9th November 2022



FIFA WORLD CUP
Qatar 2022



ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR

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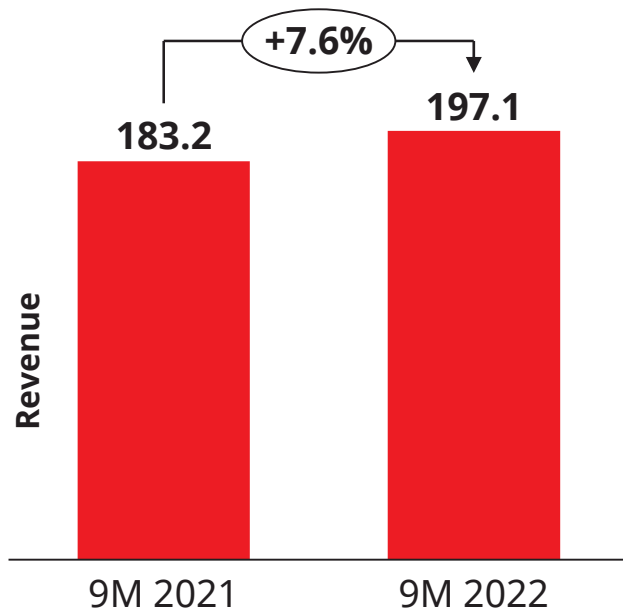
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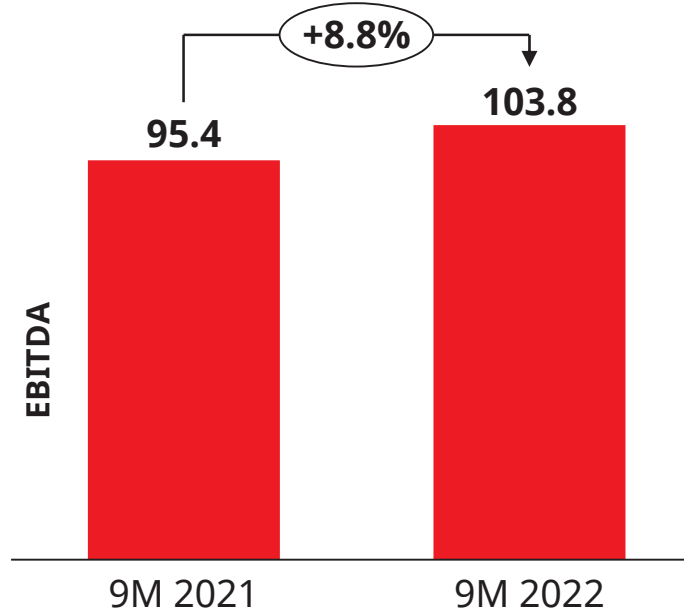


9M 2022- Revenue , EBTIDA, and Net Profit (NP)

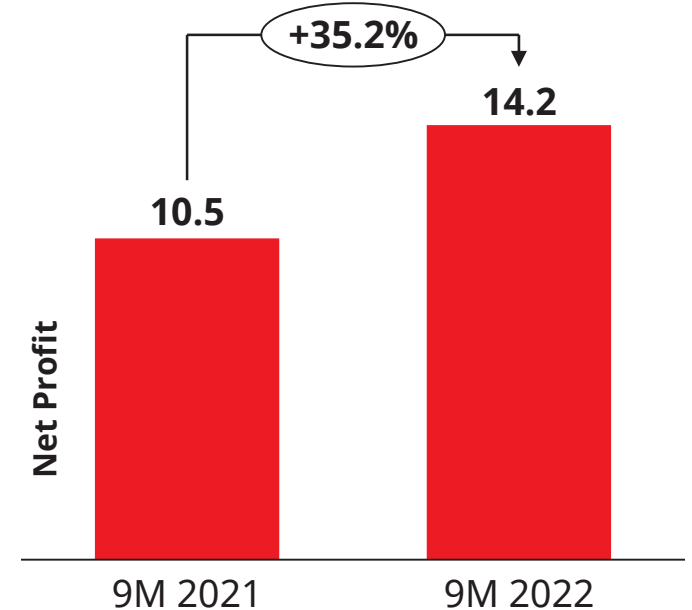
Revenue (OMR million)



EBITDA (OMR million)



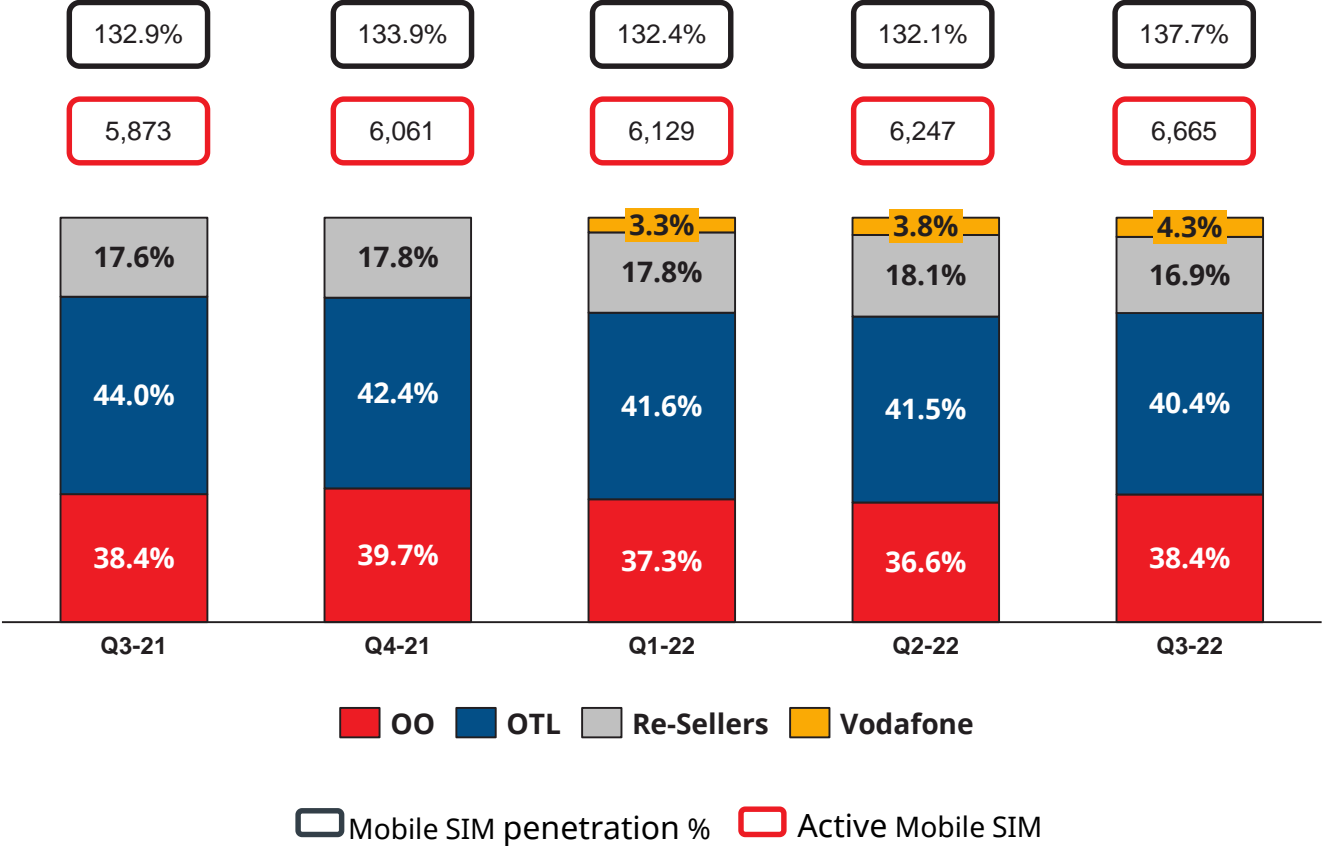
Net Profit (OMR million)



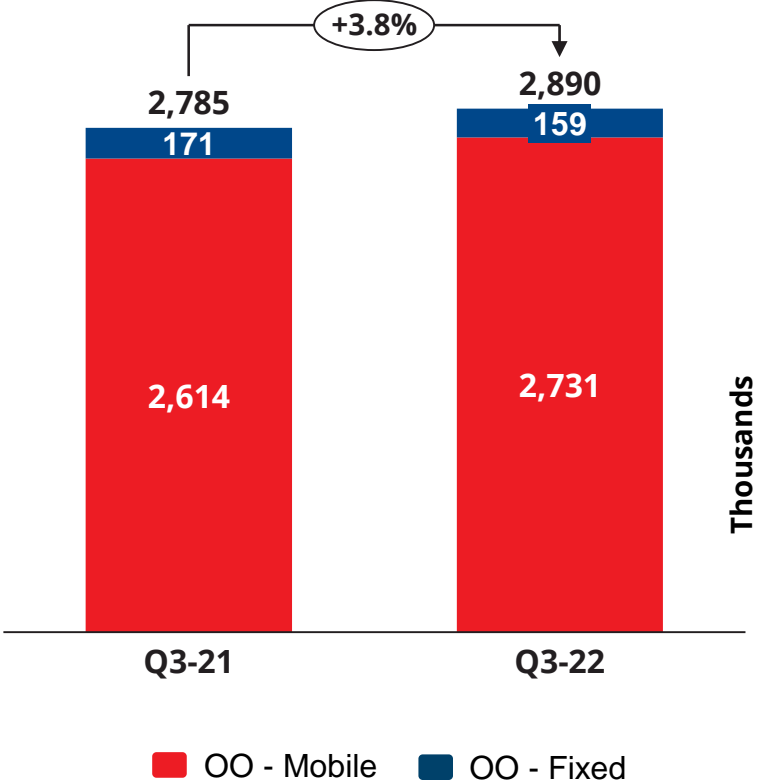
- Revenue growth was driven by higher wholesale revenue and higher handset sales.
- EBITDA growth was driven by higher revenue.

Market Share

Oman Mobile Market Share – Customers

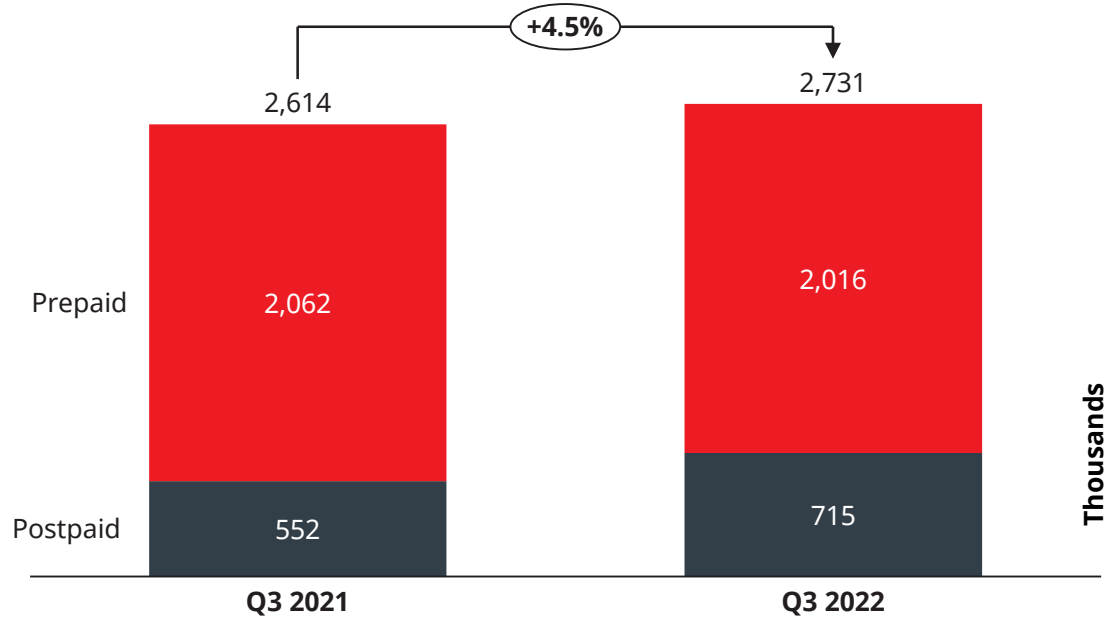


Ooredoo Oman Total – Customers

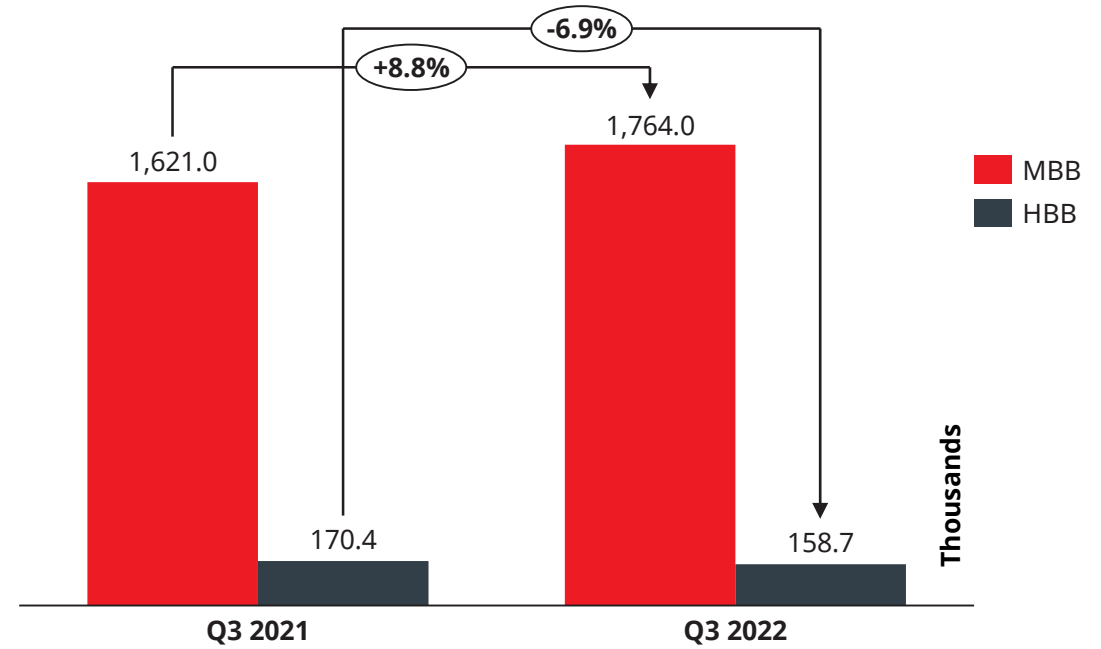


Disclaimer: VF numbers are based on market intelligence reports

Customer Base

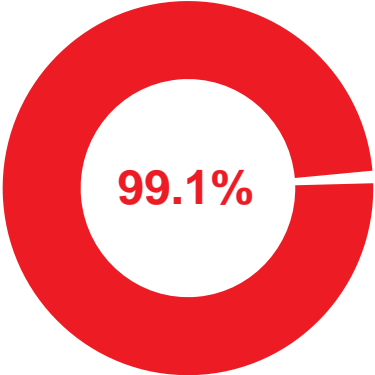


Ooredoo Oman Mobile Customers

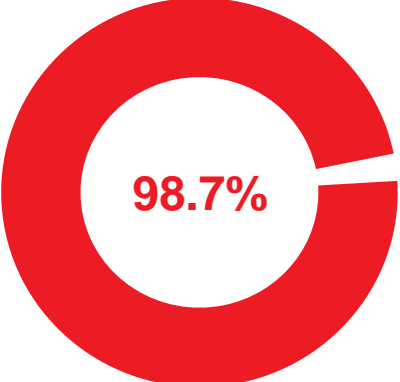


Ooredoo Oman MBB and HBB customers

5G & Digitalization- Mobile



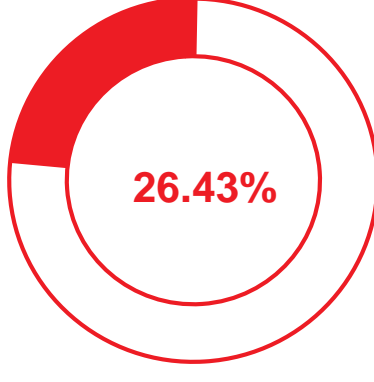
2G Population



3G Population



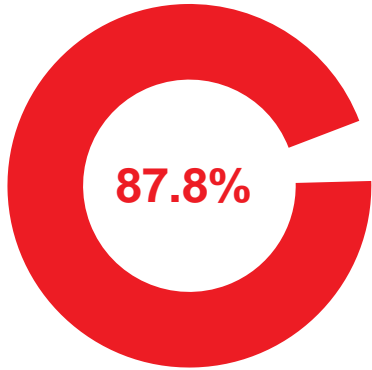
4G LTE Population



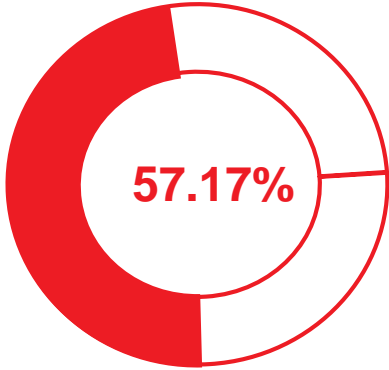
5G - MBB

- 5G Population mobile coverage is around 26.43%.
- By end of Q3-2022, 729 (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 Q3-2022 is of 729 sites.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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Awards



The Global 100 - EMG Publishing
Most Outstanding Telecommunications Company of the Year - Oman



World Business Outlook Awards
Leading Customer-Friendly Telecommunication Services Provider Oman 2022



Middle East Technology Excellence Awards
Cloud Solutions



Ministry of Social Development
Contribution to Corporate Social Responsibility

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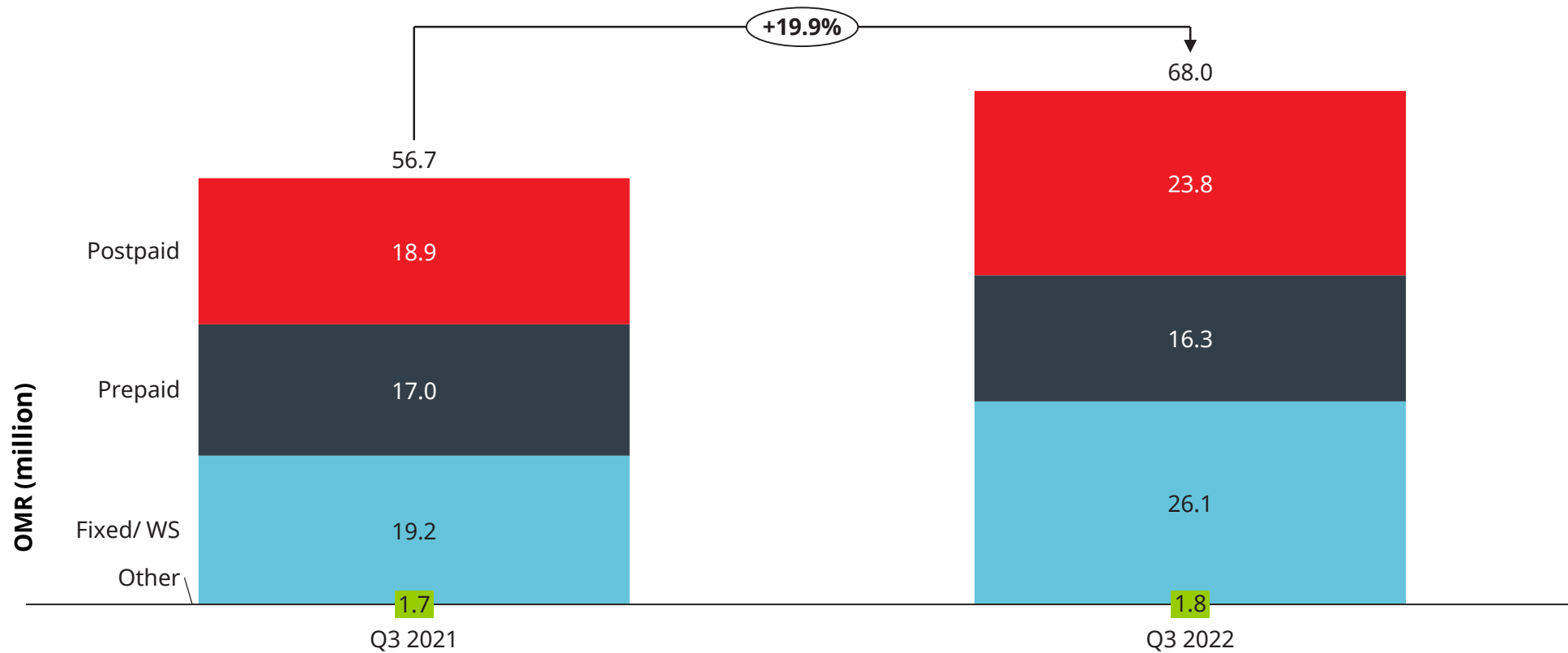
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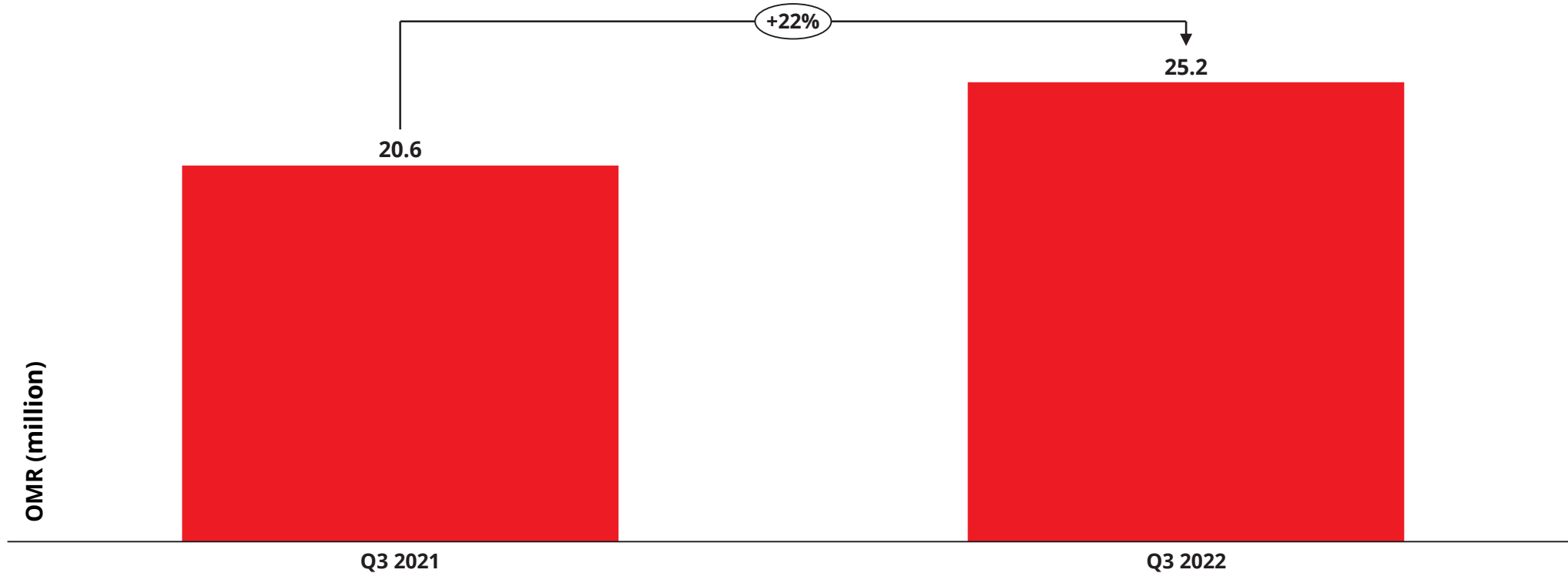


Revenue Q3 2022



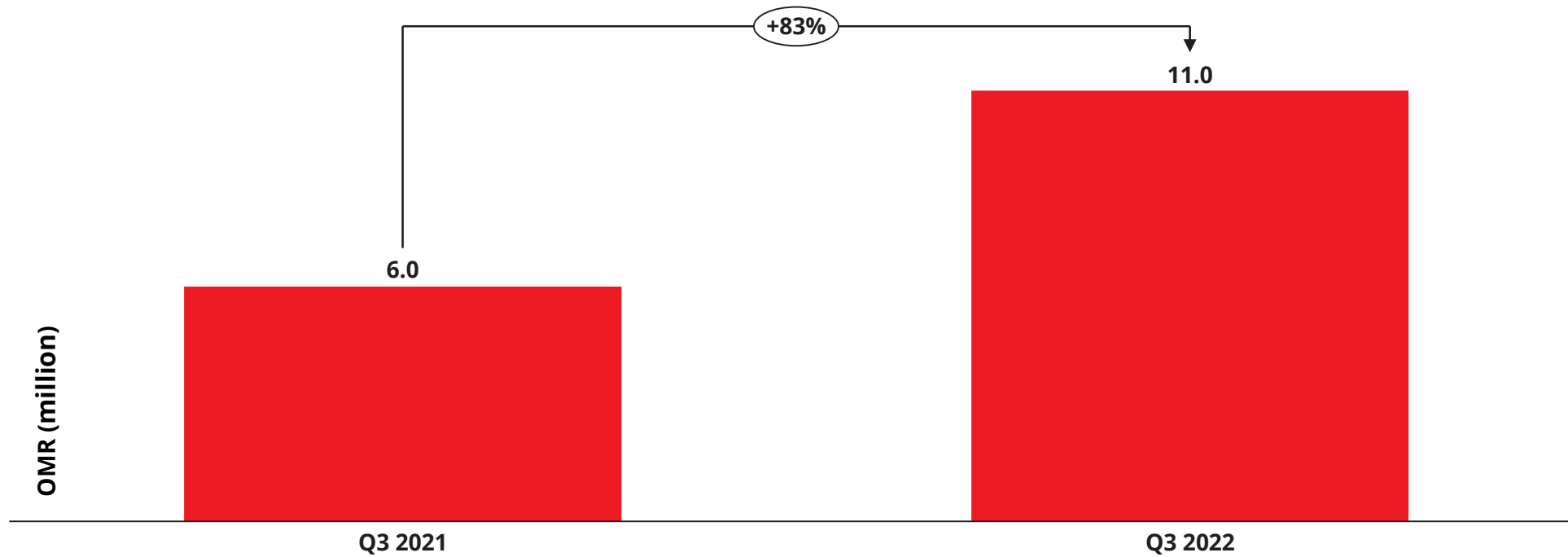
- Revenue increased in Q3 2022 due to increase of Post paid, Wholesale and handset sales revenues. This is Partially offset by lower prepaid revenue.

Network, interconnect and other operating expenses



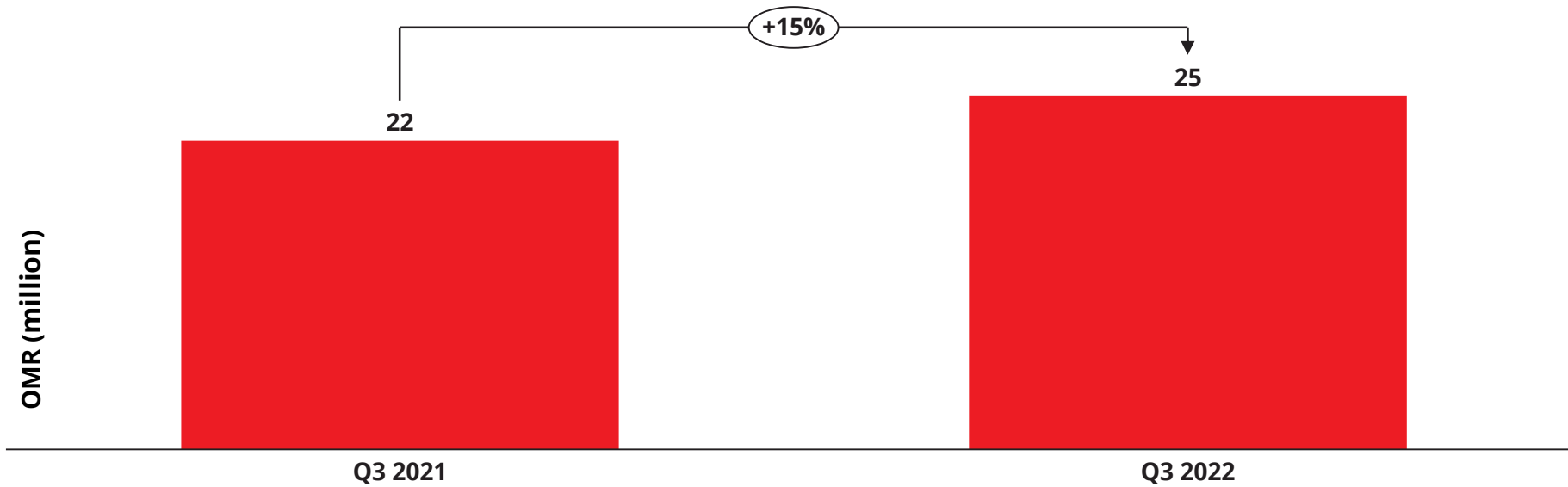
- Q3 2022 Network, Interconnect and other operating expenses have increased compared with Q3 2021 due to higher interconnect cost (driven by higher traffic) , higher handset cost (driven by higher handset sales).
- This is partially offset by lower Regulatory cost and lower VAS related cost

Capital Expenditure (CAPEX)



- CAPEX spend in Q3 22 is higher driven by investment in 5G, digital transformation and data centers.

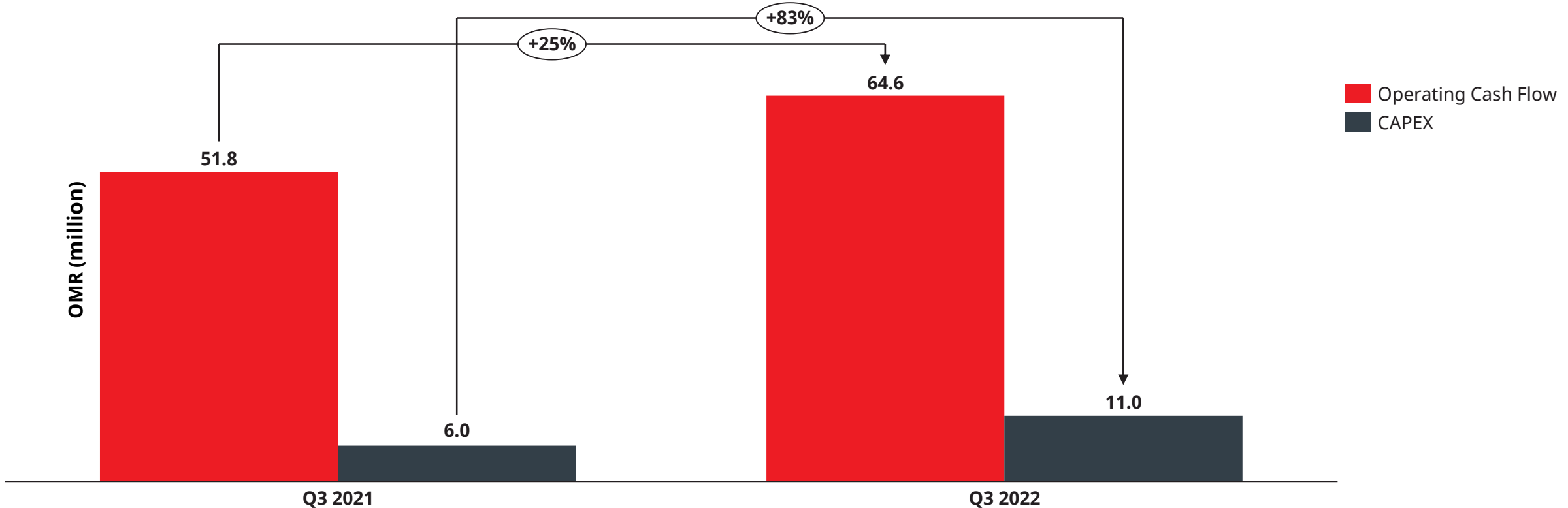
Adjusted EBITDA*



- **Q3 22 adjusted EBITDA is higher compared to Q3 21 supported by higher revenue**

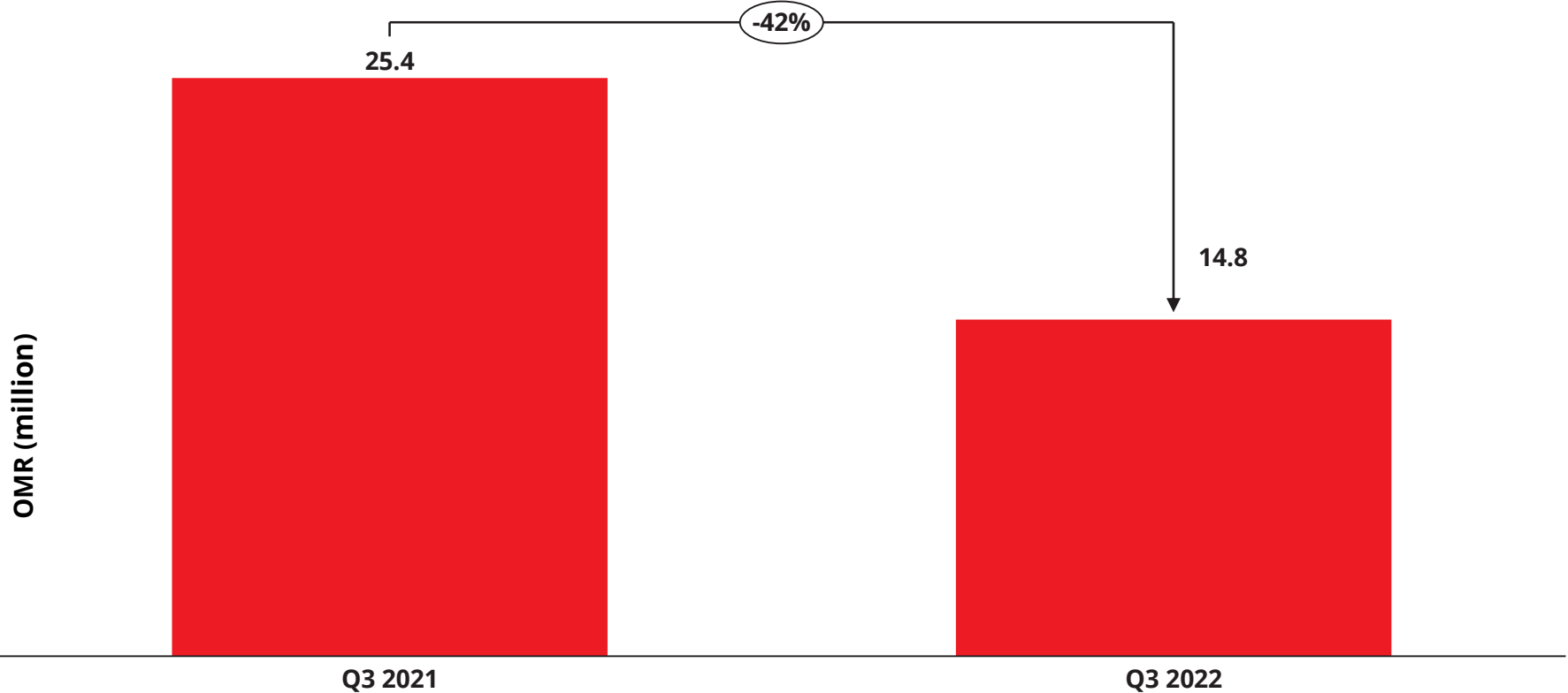
*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Net cash from operating activities



- Cash flow from operation is higher in Q3 22 supported by higher income and favorable movement of working capital

Net Debt



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

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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.
- OO strong results this quarter are testament to many initiatives put in place across the business to optimise and strengthen performance.
- The increase in revenues and net profit are the result of delivering an all-round superior customer experience to OO customers.
- Postpaid customer base grew thanks to some amazing offers on Shahry plans, including boosted data promotions and offers during the Khareef season
- B2B continued to make strides by on-boarding new business with multiyear contracts, contributing to revenue growth.



Growth

- ICT Focus
- Wholesale
- Data Centers
- Defend and Grow Mobile Post
- Grow in fixed



S&D Build Capabilities

- Regional Growth
- Distribution Revamp
- Retail Excellence
- Digitization and Analytics



CX

(CSAT +1.1 ahead of competition)

- Leadership in
- Regional Growth
- Distribution Revamp
- Retail Excellence
- Digitization and Analytics

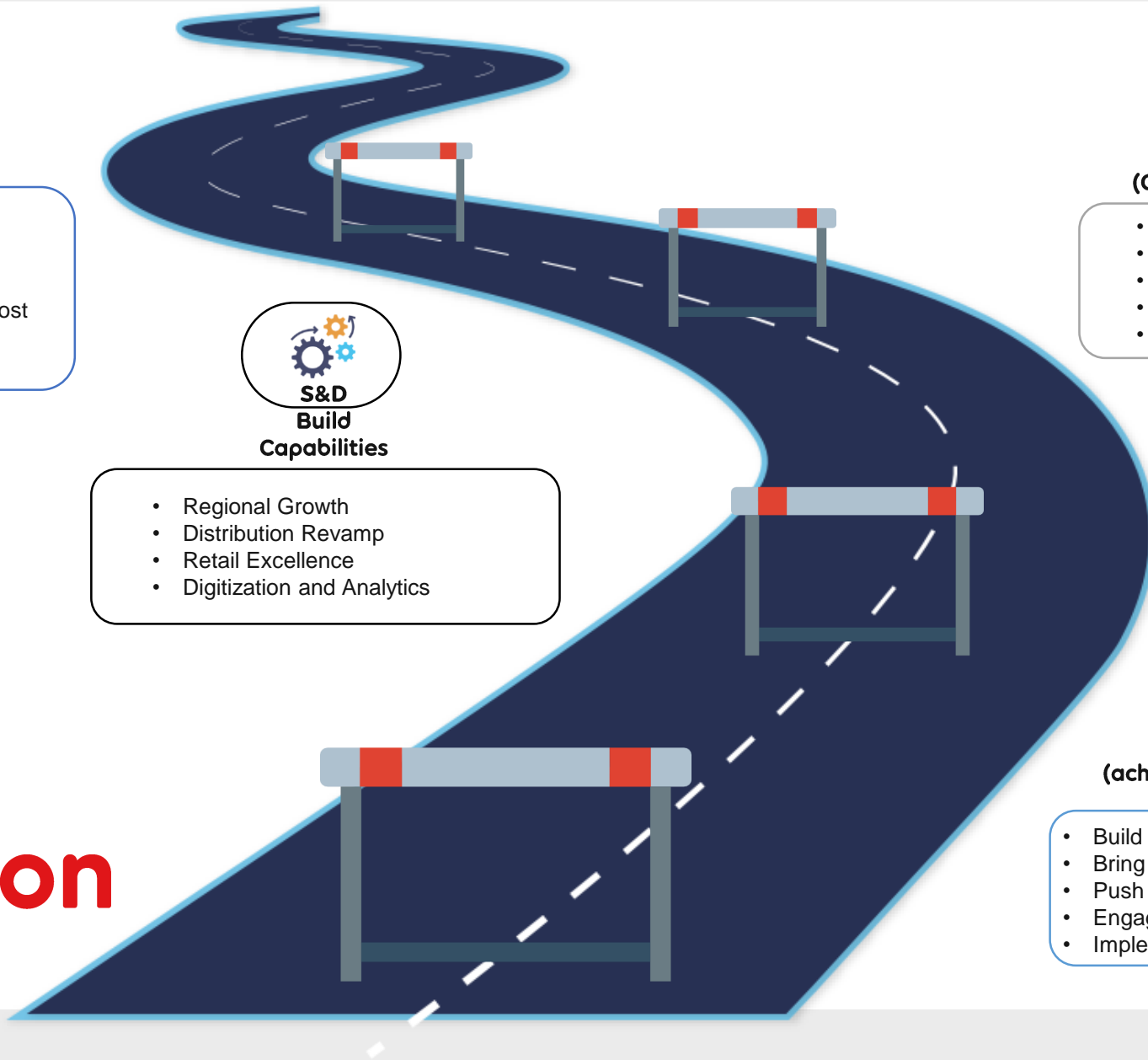


People

(achieve 5 out of 5 on culture & people)

- Build Capabilities
- Bring Talents
- Push through Performance Management
- Engagement and Team Spirit
- Implement 2022 OHI initiatives

2023 Direction

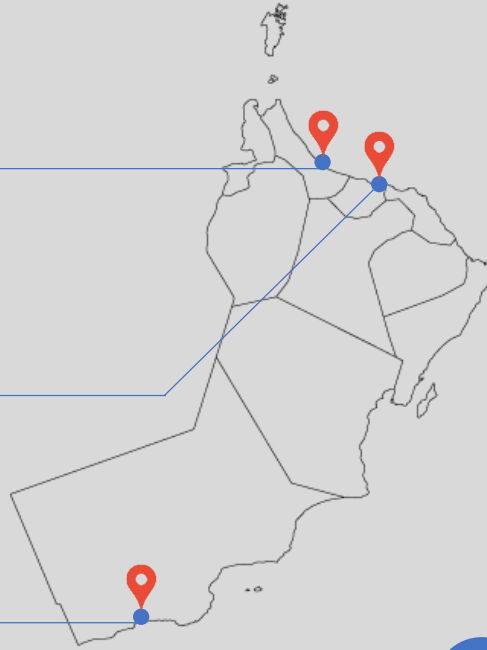


Our Data Centers

Sohar Data Center

Barka Landing Station

Salalah Data Center



1



2



3



Thank You

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مشغل الاتصالات الرسمي في الشرق الأوسط وأفريقيا

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