

Ooredoo Oman Performance – Q3 2017

Investor Presentation

21 November 2017
Conference Call



Disclaimer

This presentation (the “Presentation”) has been prepared by Omani Qatari Telecommunications Company SAOG (the “Company” or “Ooredoo”) solely for use with professional or institutional investors. This Presentation is strictly confidential and is furnished to you solely for your information. It should not be treated as giving investment advice and may not be copied, reproduced, distributed or otherwise made available (in whole or in part) to any other person (including any member of the press) and it may not be published, in whole or in part, by any medium for any purpose. No specific investment objectives, financial situation or particular needs of any recipient have been taken into consideration in connection with the preparation of this Presentation.

This Presentation does not constitute or form part of an offer or invitation to sell or issue securities of the Company (“Securities”) or any other securities, or the solicitation of an offer to purchase or subscribe for Securities, or an offer to underwrite or otherwise acquire Securities or any other securities. Neither the Presentation nor any part of it may be relied on in connection with any contract, commitment or investment decision in relation to the Securities. The information included in this Presentation is given as of the date hereof and is subject to change without notice. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this Presentation. None of the Company, its advisors or any of their respective representatives or affiliates undertakes to update, complete, revise or amend the information contained in this Presentation subsequent to the date hereof. Furthermore, none of the Company, its advisors or any of their respective representatives or affiliates shall have any liability whatsoever (in negligence or otherwise) for any loss, whether direct or indirect, howsoever arising from any use of this Presentation or its contents or otherwise arising in connection with this Presentation.

This Presentation contains certain “forward-looking statements” that speak only as of the date of this Presentation. Forward-looking statements involve all matters that are not historical fact and generally can be identified by words or phrases such as “aim”, “anticipate”, “believe”, “expect”, “estimate”, “goal”, “intend”, “objective”, “plan”, “predict”, “project”, “shall”, “will”, “will continue”, “will pursue” or other words or phrases of similar import. Similarly, statements that describe Ooredoo’ strategies, objectives, plans or goals are also forward-looking statements. Such statements are made on the basis of assumptions and expectations that the Company currently believes are reasonable, but could in the future prove to be wrong. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual outcomes to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause actual results to differ materially from Ooredoo’ assumptions and expectations include, among others: the inability to estimate future performance; technological changes; regulatory changes in the telecommunications sector; the monetary and interest policies of the Sultanate of Oman, local and international inflation and local and international interest rates; the ability to obtain adequate capital; general economic and business conditions in the Sultanate of Oman which have an impact on Ooredoo’ business activities; and increasing competition. By their nature, certain market risk disclosures are only estimates and could be materially different from what actually occurs in the future. As a result, actual future gains or losses could be materially different from those that have been estimated. Ooredoo, and each of its directors, officers, employees and advisors expressly disclaim any obligation to update, complete, amend or otherwise revise any forward-looking statements in this Presentation to reflect circumstances arising after the date of this Presentation, or to reflect the occurrence of underlying events, even if the underlying events do not come to fruition or differ from actuality, except as required by applicable law or regulation.

In member states of the European Economic Area (“EEA Member State”), this Presentation is directed at persons who are “qualified investors” within the meaning of Article 2(1)(e) of the Prospectus Directive (2003/71/EC) (together with any applicable implementing measures in any EEA Member State, the “Prospectus Directive”). In addition, this Presentation is directed at (i) persons outside the United Kingdom, (ii) investment professionals falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Order”), (iii) high net-worth entities, and other persons falling within Article 49(2)(a) to (d) of the Order to whom they may lawfully be communicated (such persons together with qualified investors, “relevant persons”). Any investment discussed in this Presentation is only available to, and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such investments will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this Presentation.

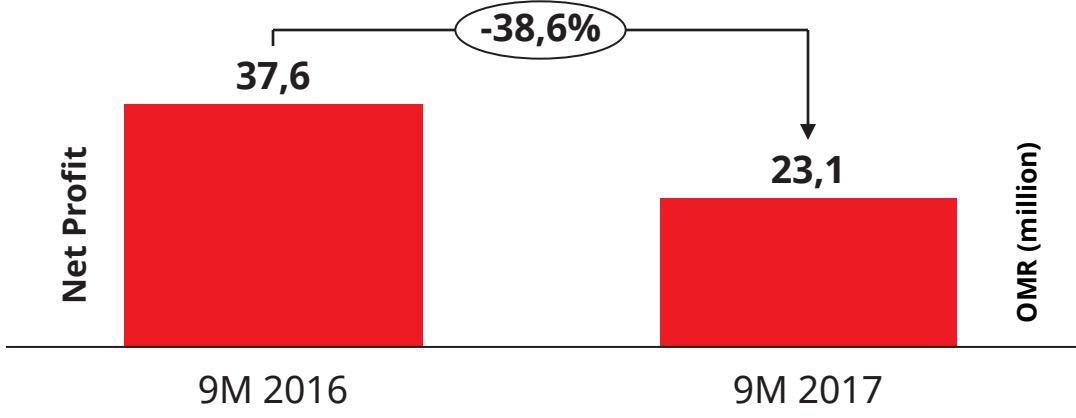
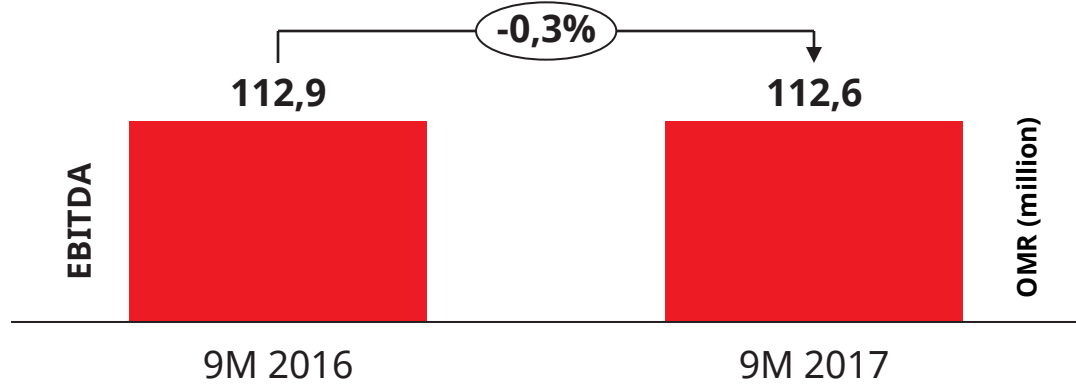
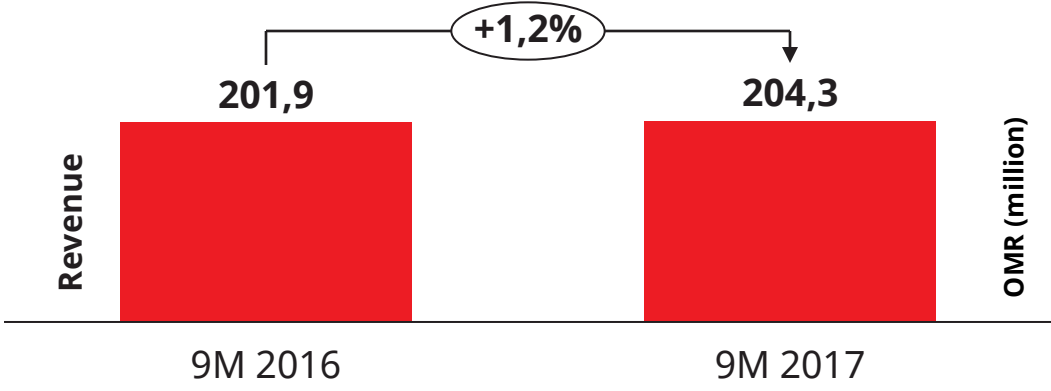
These materials must not be sent, transmitted or otherwise distributed in, into or from, the United States, Australia, Canada or Japan. This Presentation is not an offer of Securities for sale in the United States. Securities will not be registered under the US Securities Act of 1933 as amended (the “Securities Act”), and may not be offered or sold in the United States absent registration or an exemption from registration. There will be no public offer of Securities in the United States. No Securities will be registered under the applicable securities laws of any state or jurisdiction of Australia, Canada or Japan. In relation to the Sultanate of Oman the information contained in this Presentation does not constitute a prospectus, or an offer document, relative to the offering of securities in the Sultanate of Oman as contemplated by the Commercial Companies Law of Oman (Royal Decree 4/74 as amended) or the Capital Market Law of Oman (Royal Decree 80/98 as amended) or the Executive Regulations of the Capital Market Law (issued pursuant to Decision No.1/2009).

Neither the delivery of this Presentation nor any further discussions of the Company with any of the recipients of this Presentation shall, under any circumstances, create any implication that there has been no change in the affairs of the Company subsequent to the date hereof.

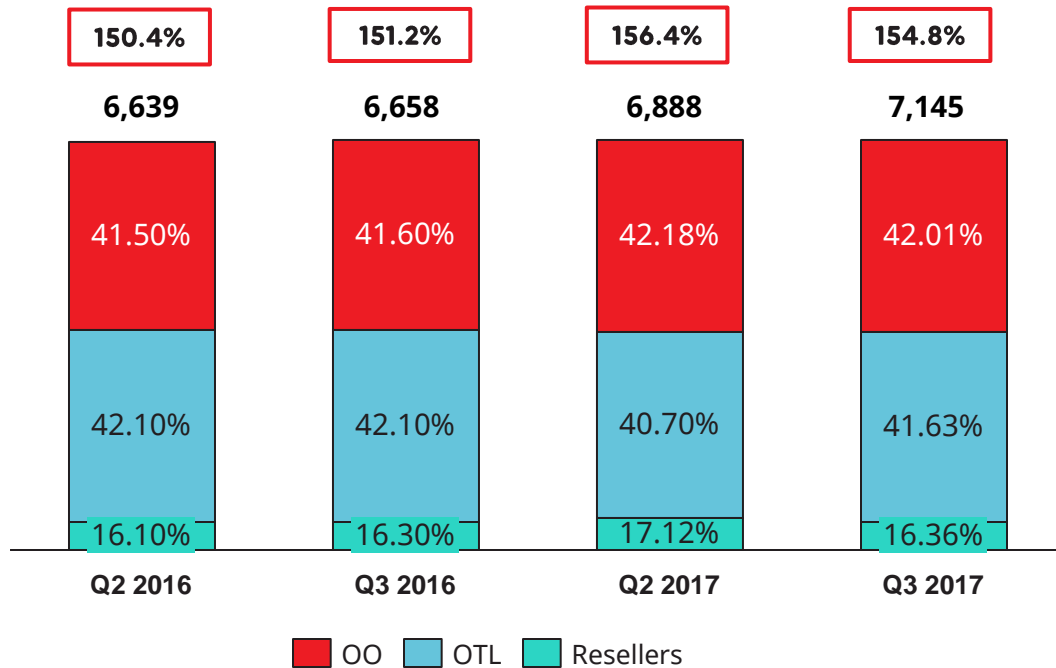
By attending this Presentation or by accepting any copy of the materials presented, you agree to be bound by the foregoing, including the confidentiality obligation set forth above. Failure to comply with such confidentiality obligation may result in civil, administrative or criminal liabilities.



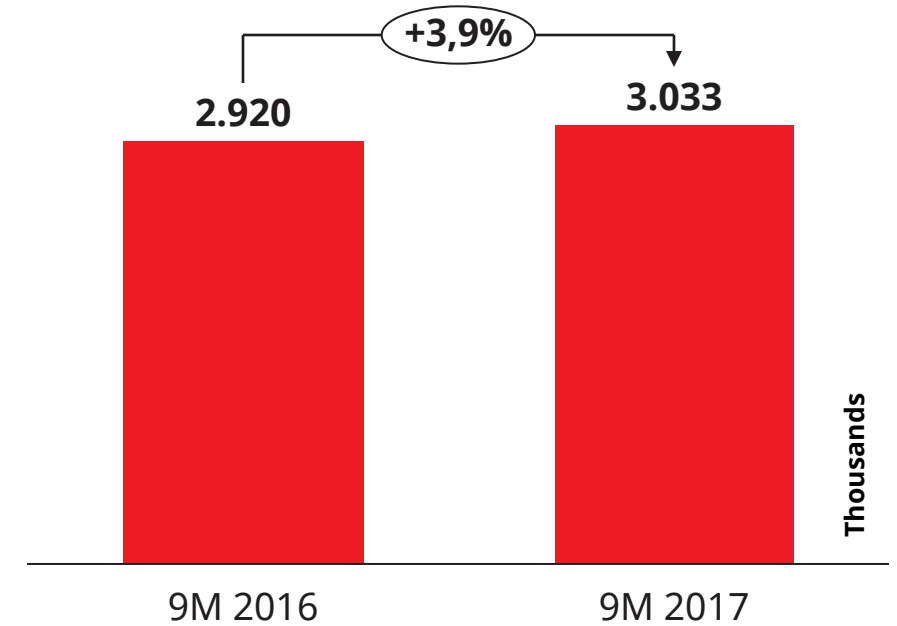
9M 2017 - Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership and continuous growth in customer base

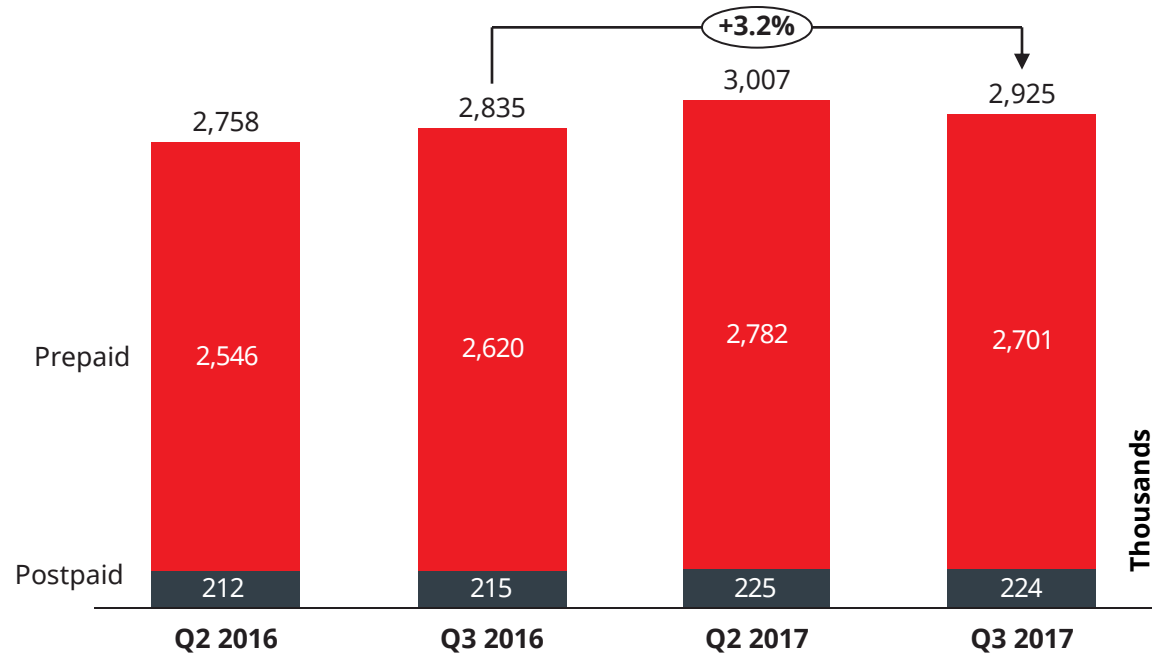


Oman Mobile Market Share - Customers

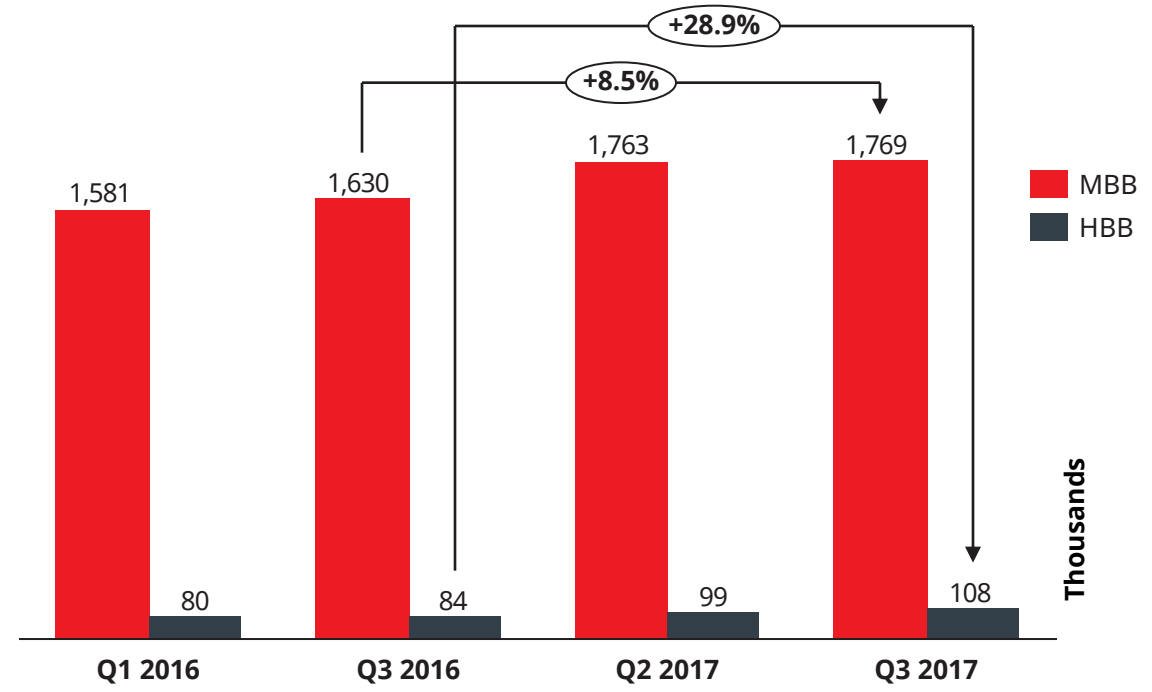


Ooredoo Oman Total Customers

Market Share – Impressive growth in both mobile and fixed segments



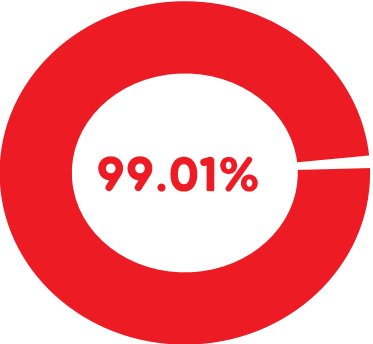
Ooredoo Oman Mobile Market Share - Customers



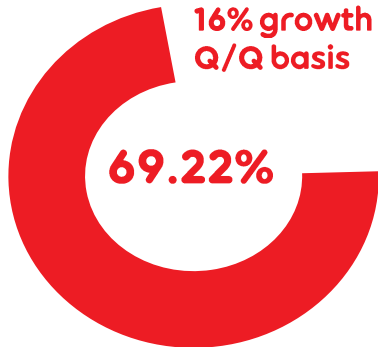
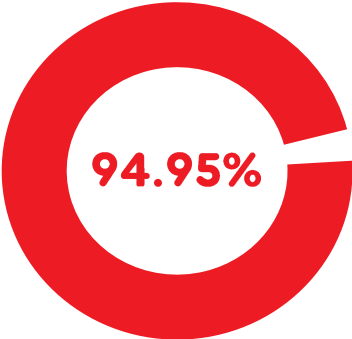
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

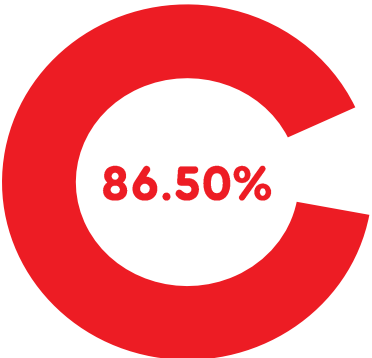
2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

- 900Mhz band re-arrangement project is completed providing cost efficiency & securing future proof usage for new technologies like LTE.
- Additional 450 mobile LTE collocation is in rollout phase providing 90% population coverage at completion.
- SWAP project for 525 sites “modernization” already started from Ericsson to Huawei .
- IT Data Center migration from Ghubra is completed.
- Smart phone penetration in Q3 2017 is 79%.

Achievements, Offers & Awards

- Ooredoo Wins Gold Stevie Award for Best New App
- Reflecting its role as Oman's data experience leaders by providing 5G Network trial during Salalah Tourism Festival
- Over one million customer joined shababiah
- High uptake of deal of the day offering great / attractive customer benefits
- Special offer for international customers where they call their home country with lower rates
- Attractive postpaid offers with four times data and devices discount encouraged customer to adopt our offers
- Postpaid E-Bill Penetration reached to 89% in Q3 2017 compared to 83% in Q3 2016
- Reduction of Billing Cost by 32% in Q3 2017 compared to Q3 2016.



Stevie Awards – Best
New App

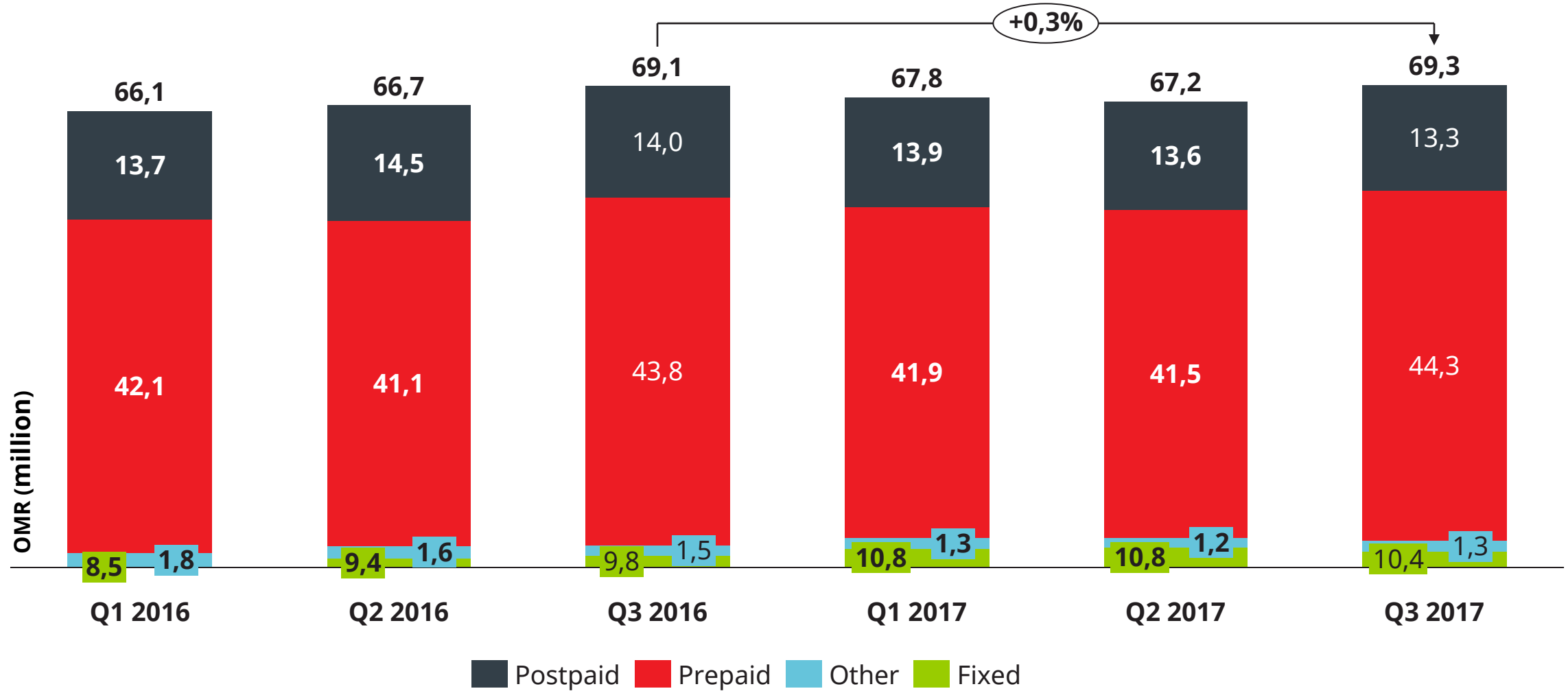


Best Digital Experience (OO
App) by Customer
Experience Management in
Telecoms

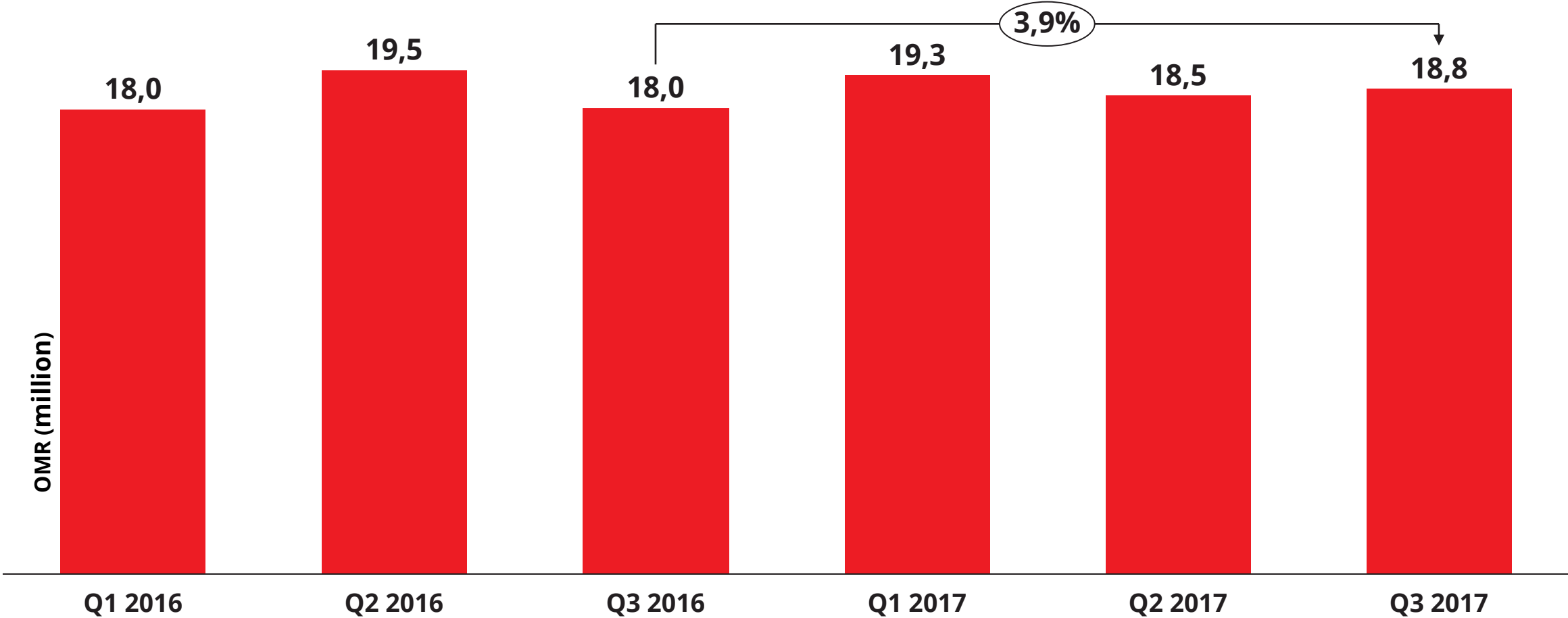


Most Customer Friendly
Telecom Provider 2017 by
International Finance
Magazine (IFM)

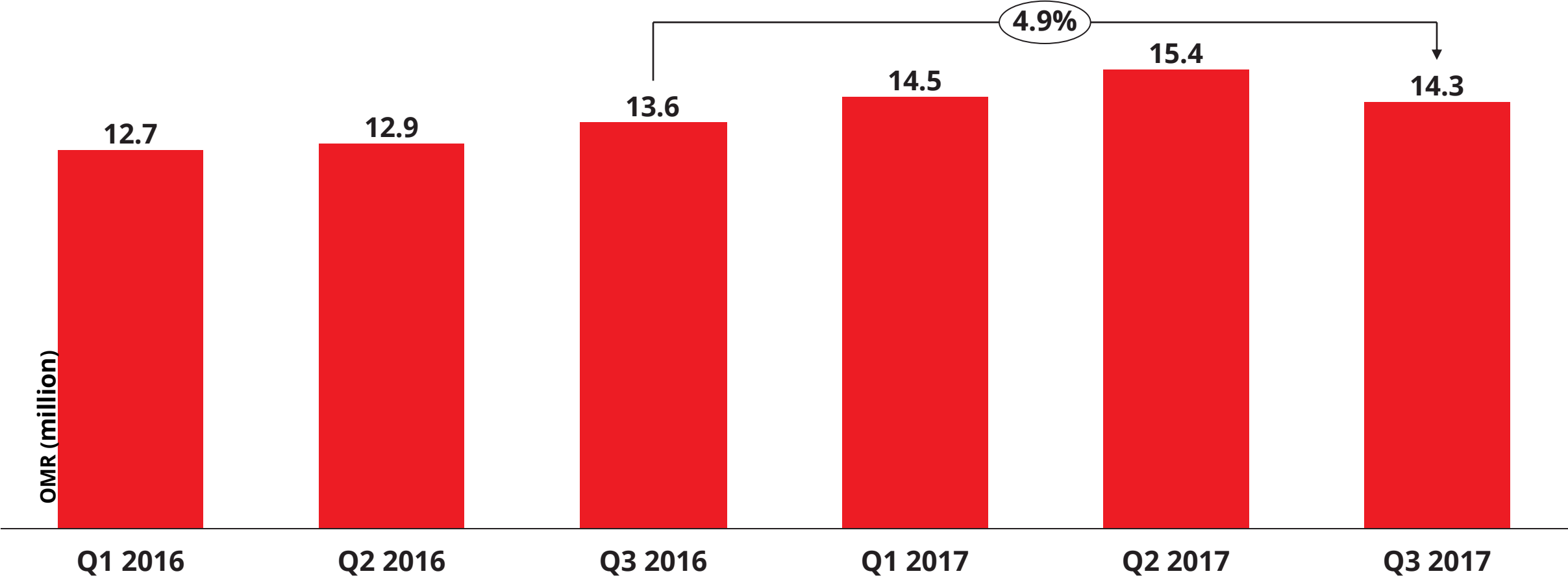
Revenue – Increase in Revenue is driven by growth of Data



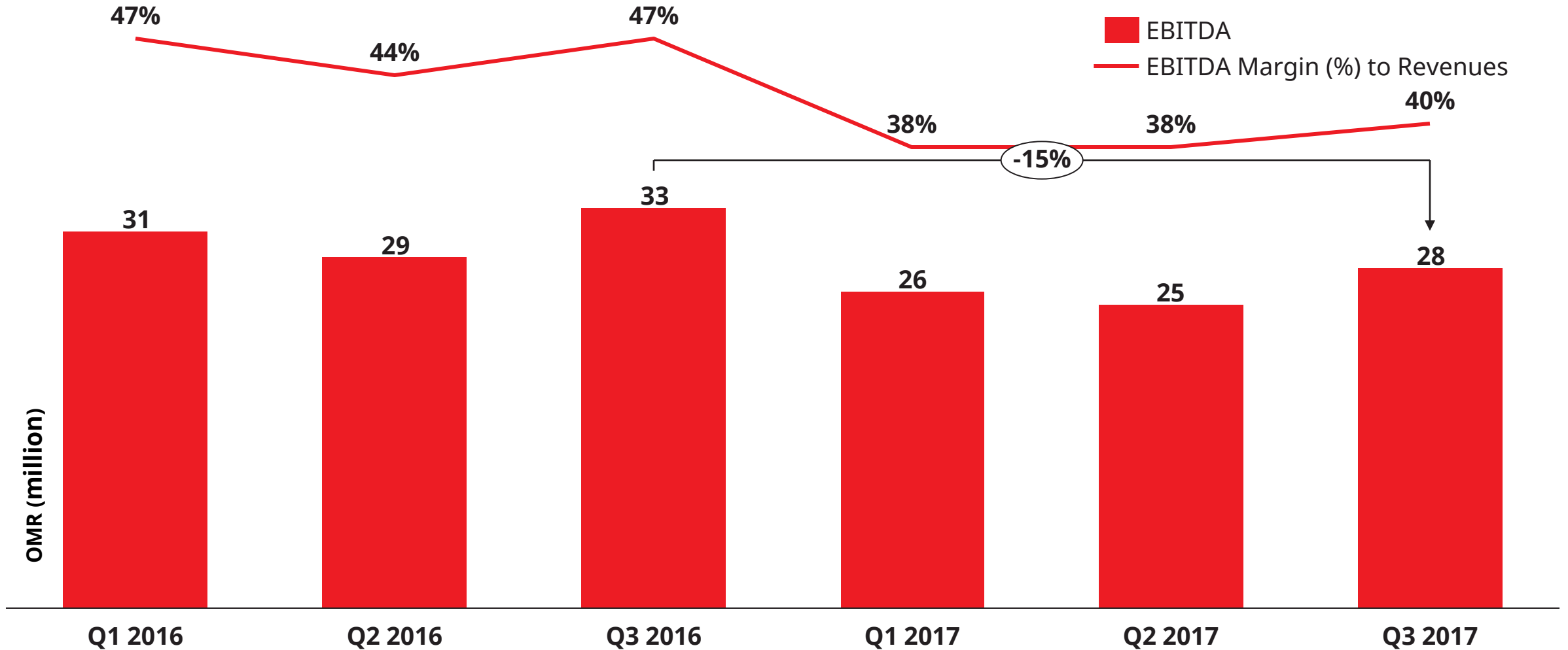
Operating Expenses – Impacted by Repairs and Maintenance expense



Selling General and Administrative Expenses (SG&A) Impacted by acquisition cost

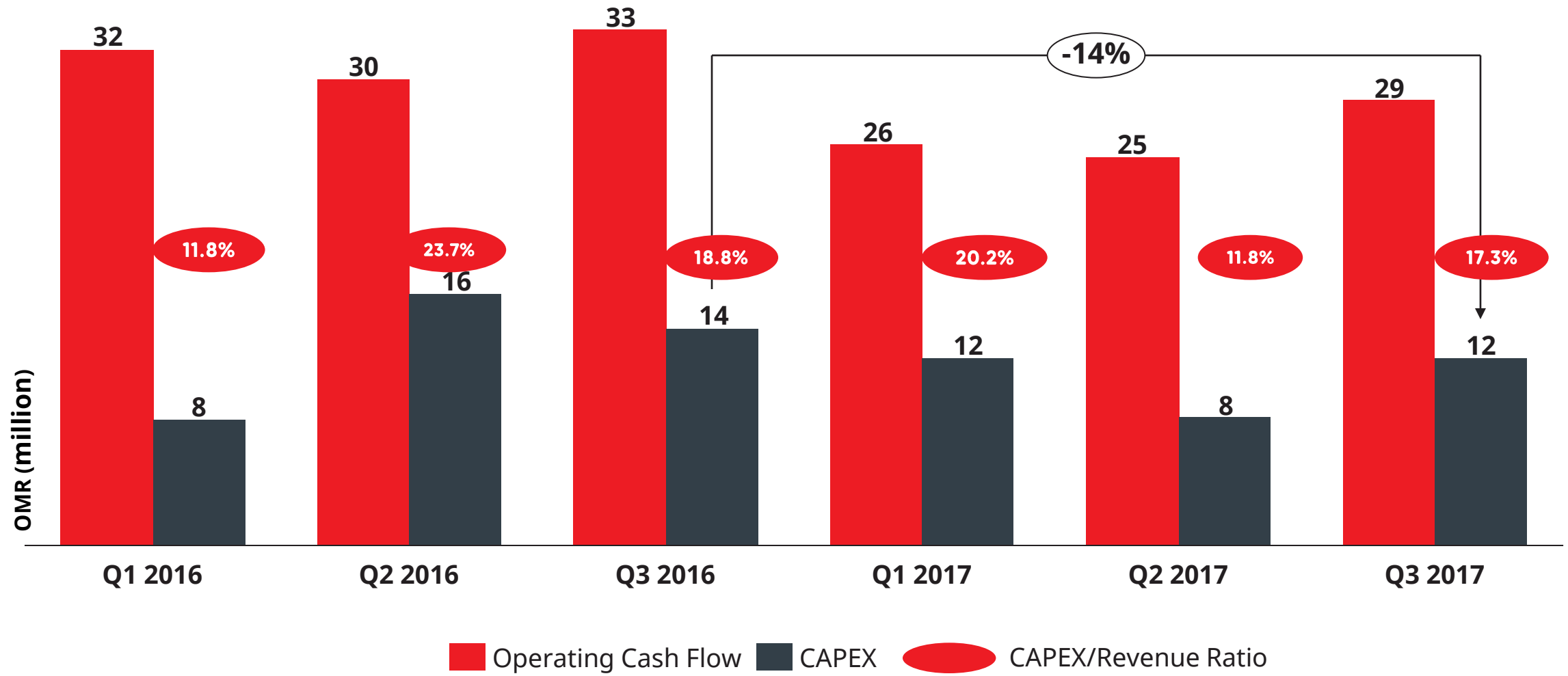


Adjusted EBITDA* - Impacted by increase in Royalties from 7% to 12%

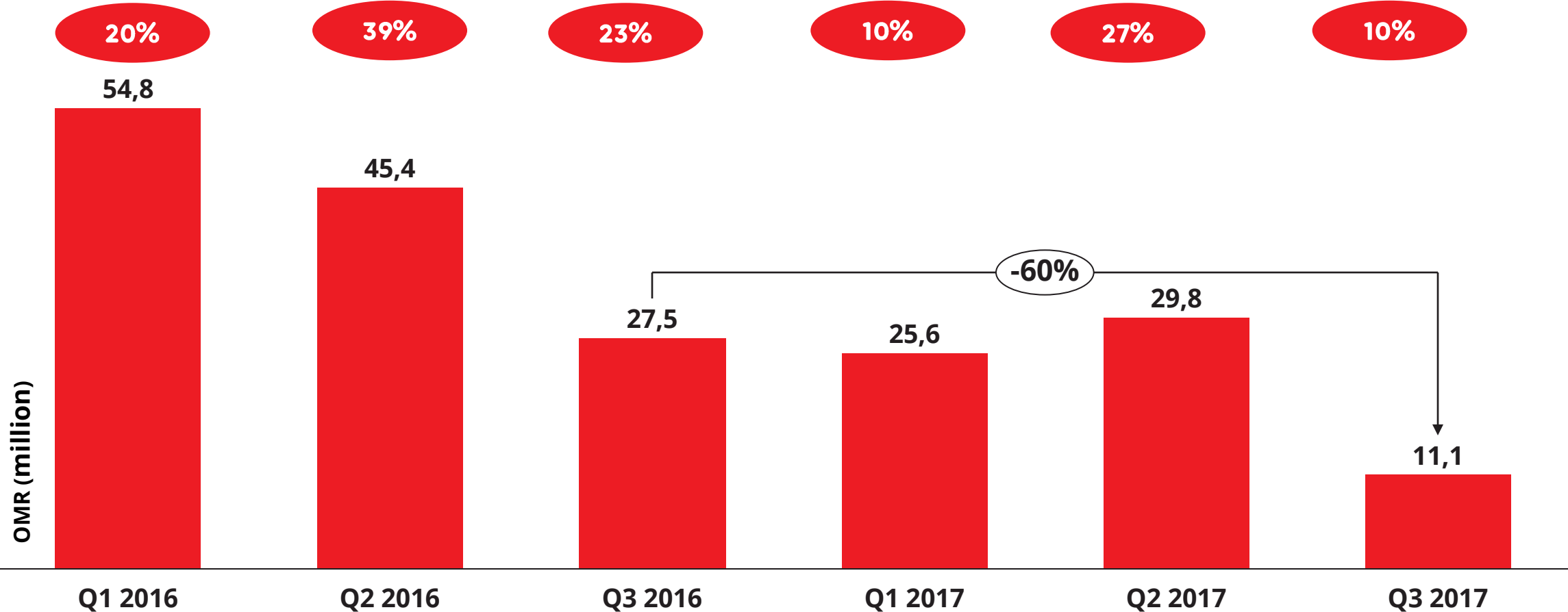


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Healthy operating cash flow before working capital CAPEX (LTE Spend) efficiency achieved by leveraging Group Sourcing .



Net Debt/Annualized Adj. EBITDA – Improvement in leverage



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

Summary

■ Market

- 3.9% growth in total number of customers.
- Revenue growth from quarter to quarter by 1.2%
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Net profit decline by 38.6% due to increase in royalty, other expenses fees and corporate tax

■ Commercial and operational

- Data represents 57% of overall revenues
- Continue our digital transformation to accelerate operational efficiencies and enhance customer experience
- Monetizing Data - Launched a number of promotions, including our Deal of the Day promotion for Mousbak and Shababiah prepaid customers, extended our Nojoom loyalty program and ran some great unlimited WhasApp deals for Mousbak customers on prepaid recharges

Presented by:

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

Abdul Razzaq Al-Balushi -CFO
AbdulRazzaq.Al-Balushi@ooredoo.om

Khorshed Mohammed Ashraf -Director Strategic Finance
Khorshed.ashraf@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