

Ooredoo Oman Performance – Q4 2018 (Full Year)



Investor Presentation

27th February 2018
Conference Call



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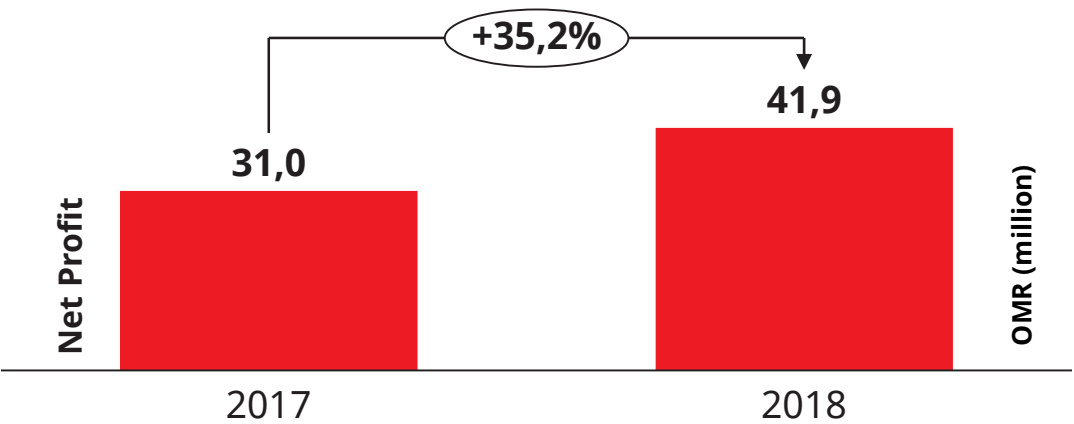
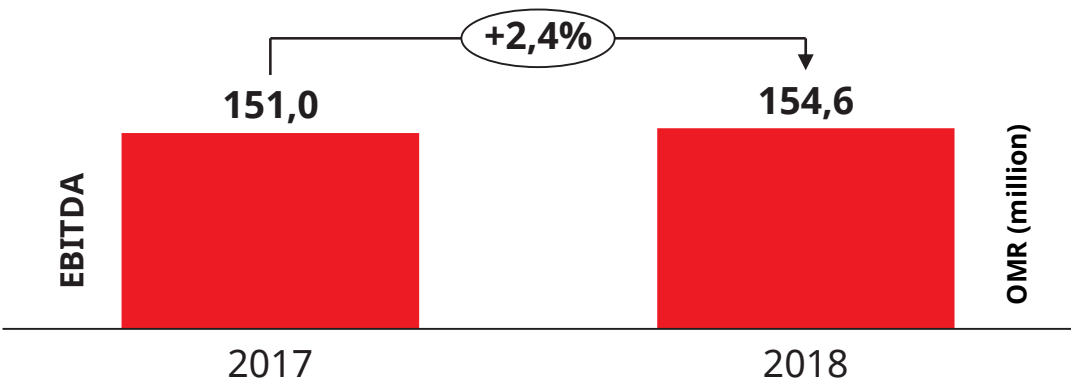
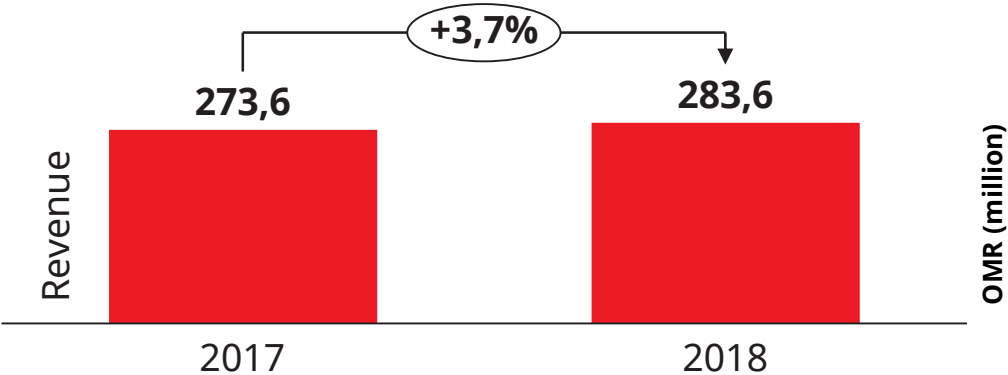
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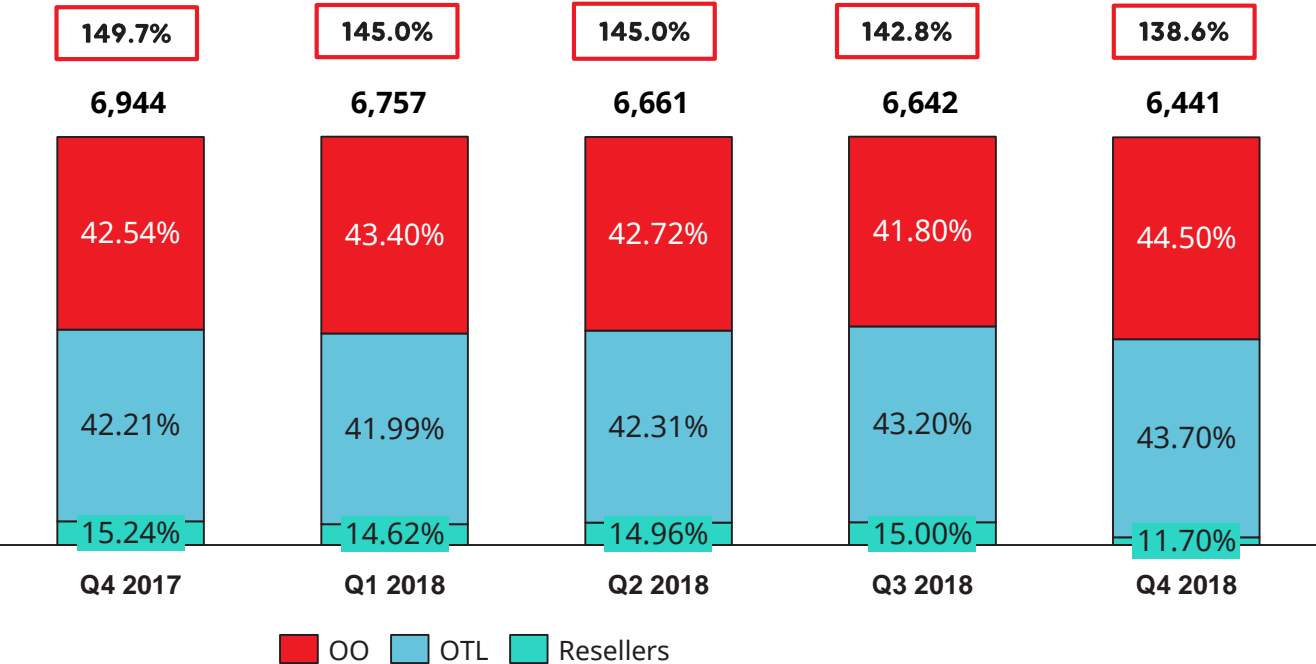
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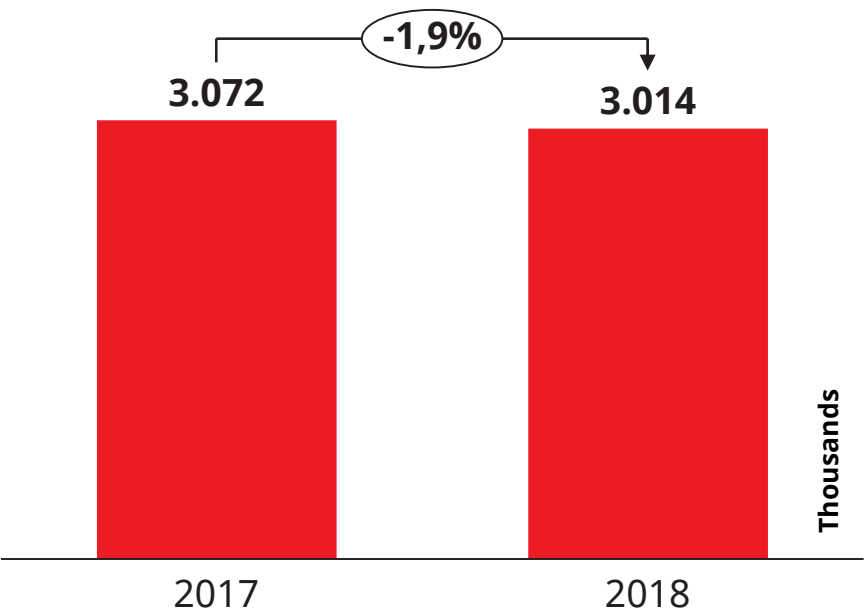
2018- Beating all Expectation, Revenue , EBTIDA, and Net Profit (NP)



Market Share – Market leadership

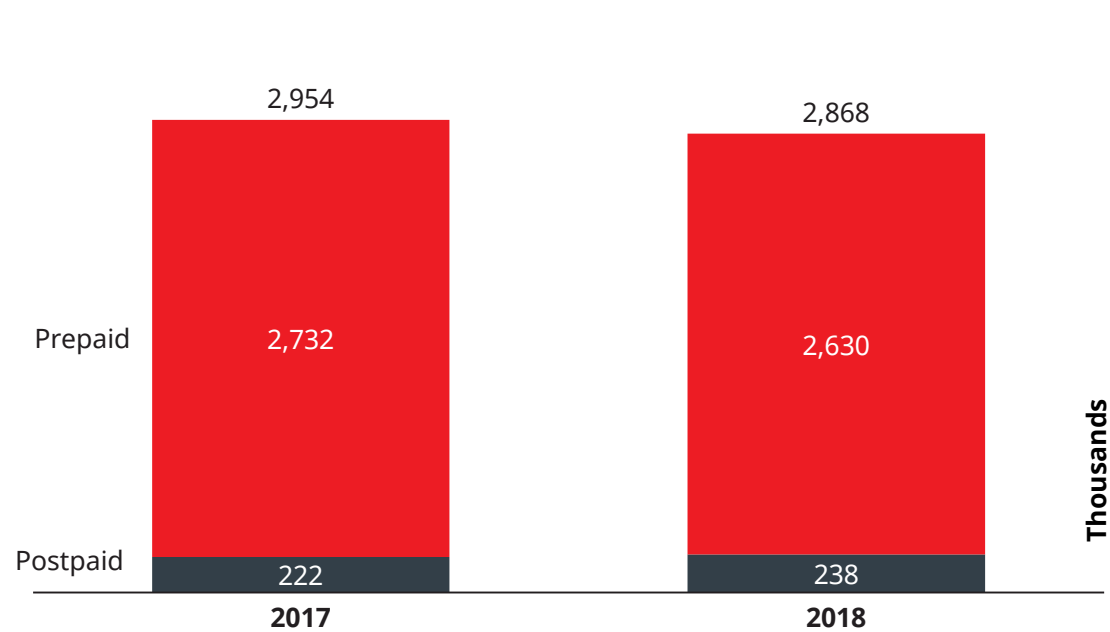


Oman Mobile Market Share - Customers

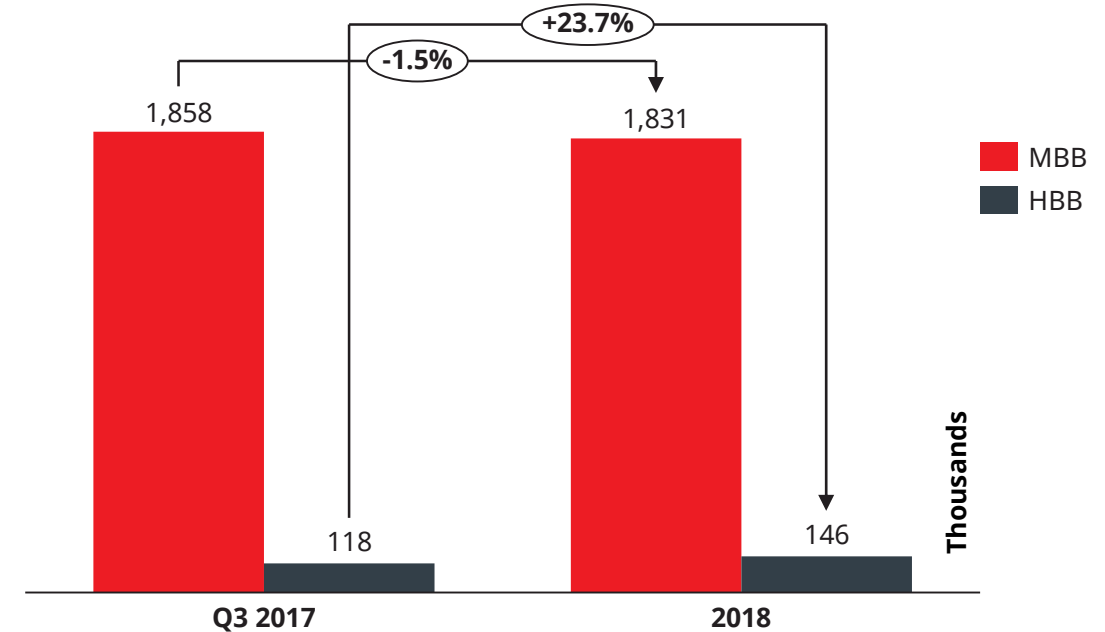


Ooredoo Oman Total Customers

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



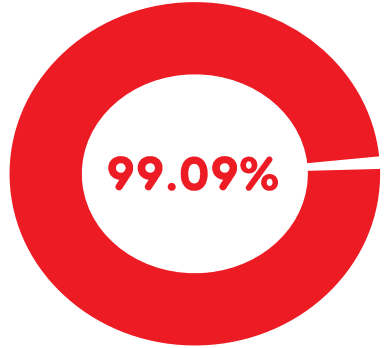
Ooredoo Oman Mobile Market Share - Customers



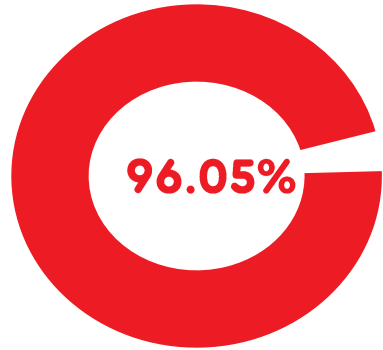
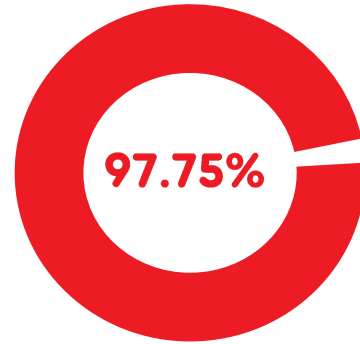
Ooredoo Oman MBB and HBB customers

Network Coverage – Rapid growth in 4G coverage

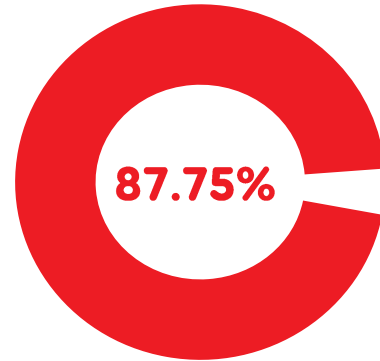
2G Population



3G Population



4G LTE Population



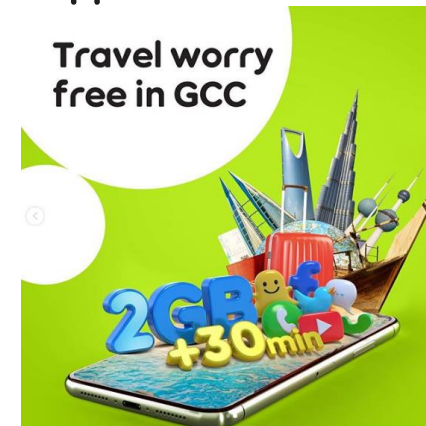
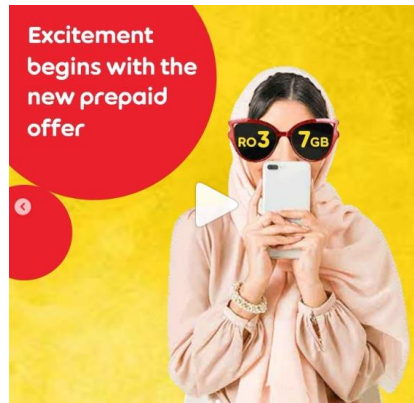
Fast HBB (households)

Network & IT focus areas:

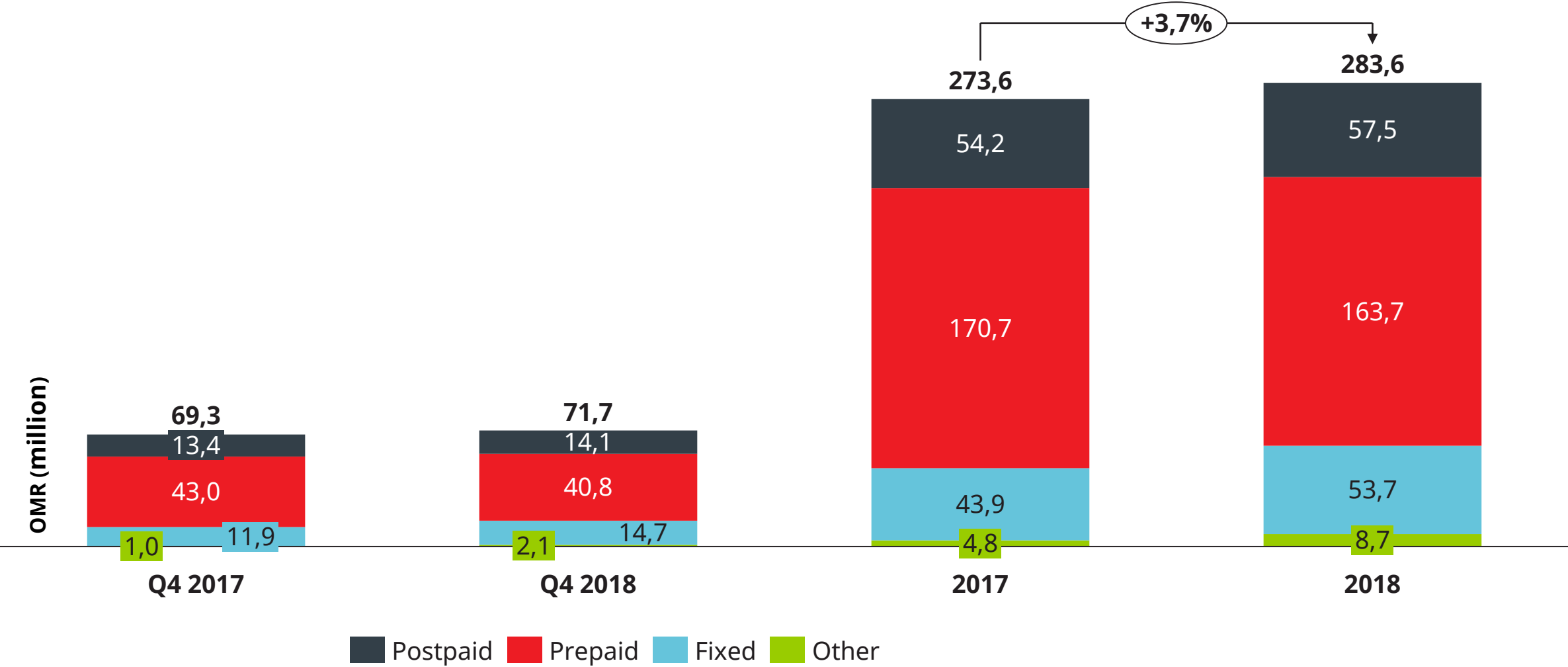
- 109 4G LTE sites with different carriers are came on-air by end of Q4 , Reaching 96.05% LTE population coverage.
- Fast HBB rollout and upgrades continued in Q4 with 53 new coverage sites.
- 37 Fast HBB sites has been upgraded with Massive MIMO technology “Road to 5G”, to meet customer growing demands
- Phase 1 of the Test & Development environment for IT has been completed, enhancing quality of application developments and improving cost efficiency
- Launch of New Data warehouse, which enhance financial reporting and marketing insights

Achievements, Offers & Awards

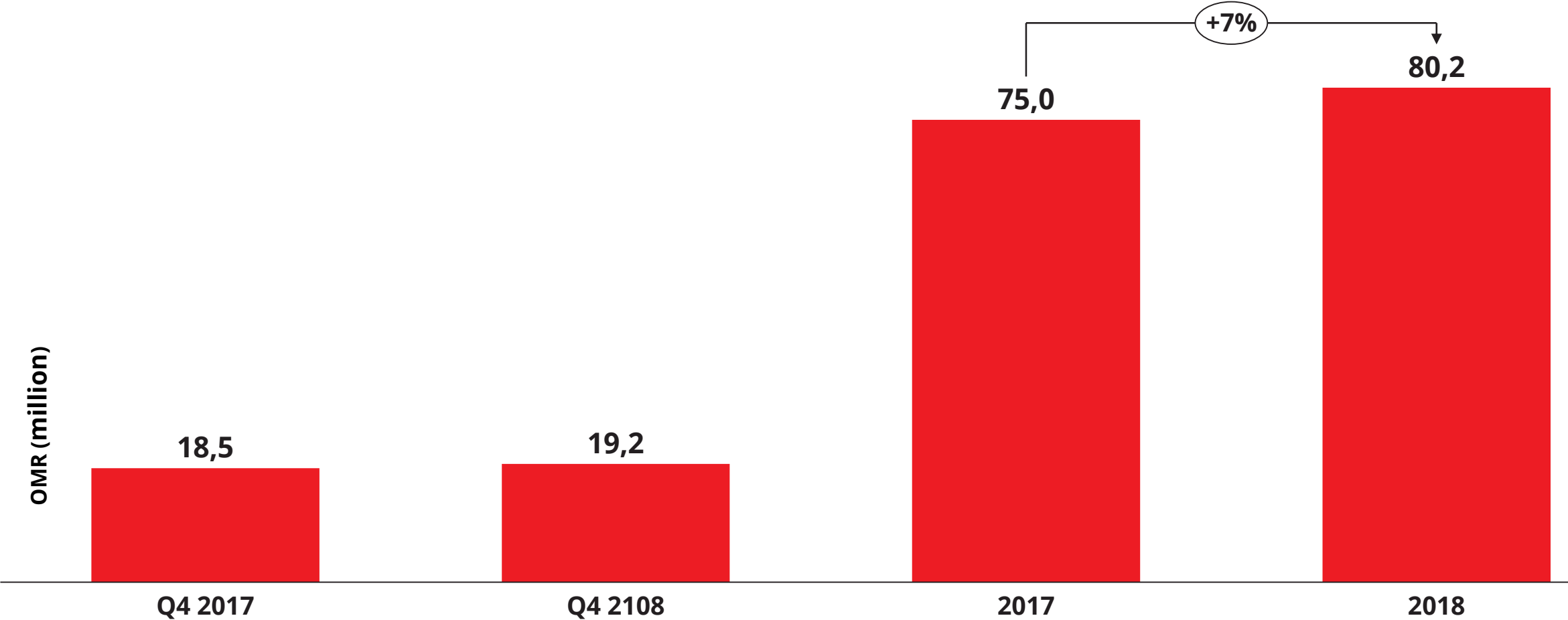
- Strong growth in home broadband revenues; up by 57% in Q4 2018 vs. Q4 2017.
- Total data revenue grew by 7.8% in Q4 2018 vs. Q4 2017,
- Consumer revenue grew by 2.8% in Q4 2018 vs. Q4 2018.
- Ooredoo continues to lead the Brand Equity Index (BEI) in the telecom category.
- Continued increase in Ooredoo Oman App users with more than 710K and more than 2 million customers in our Nojoom program.
- Stevie Awards for women in Business-Gold Award won
- Al' Mar'a Excellence Awards- Woman of the Year (top award)
- Won Gulf CX award 2018 in category of Digital transformation for New Shababiah and App



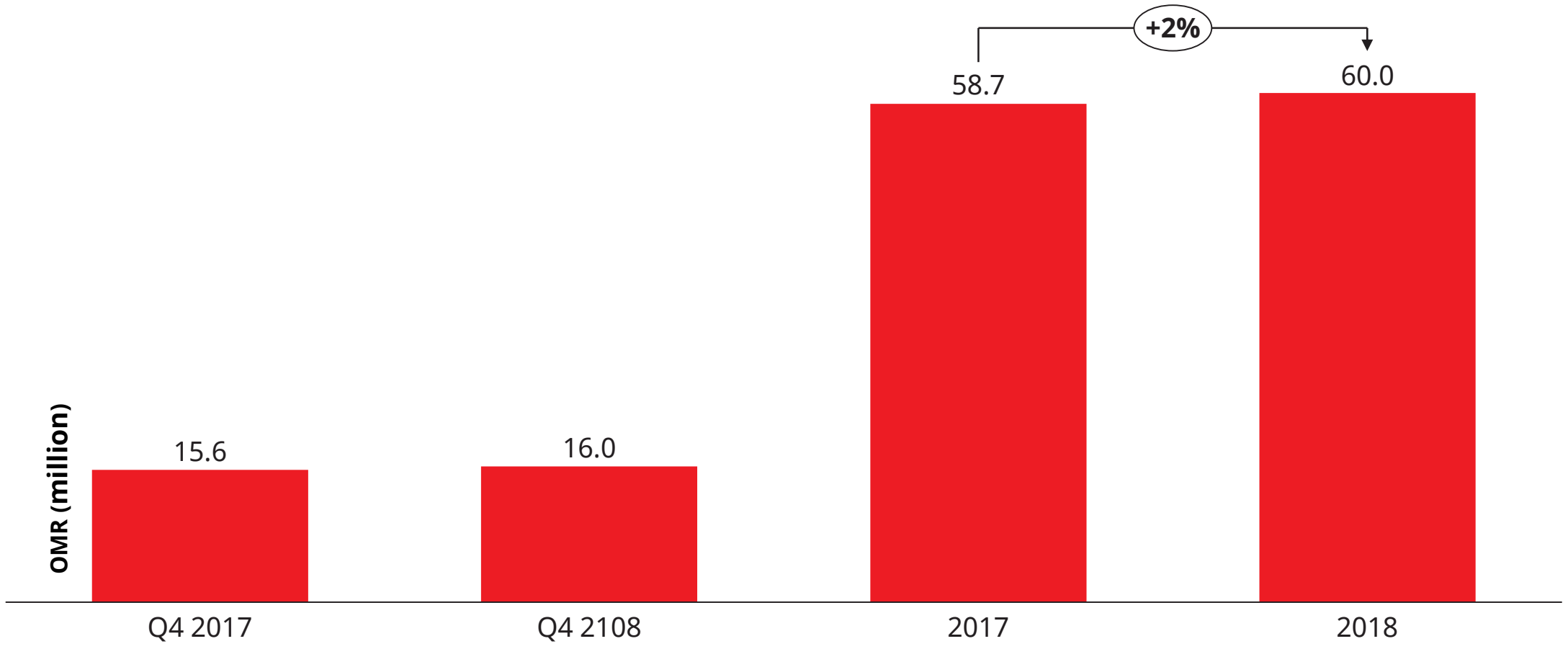
Revenue – The increase in revenue is driven by growth of fixed Home Broadband revenue as well as higher device sales.



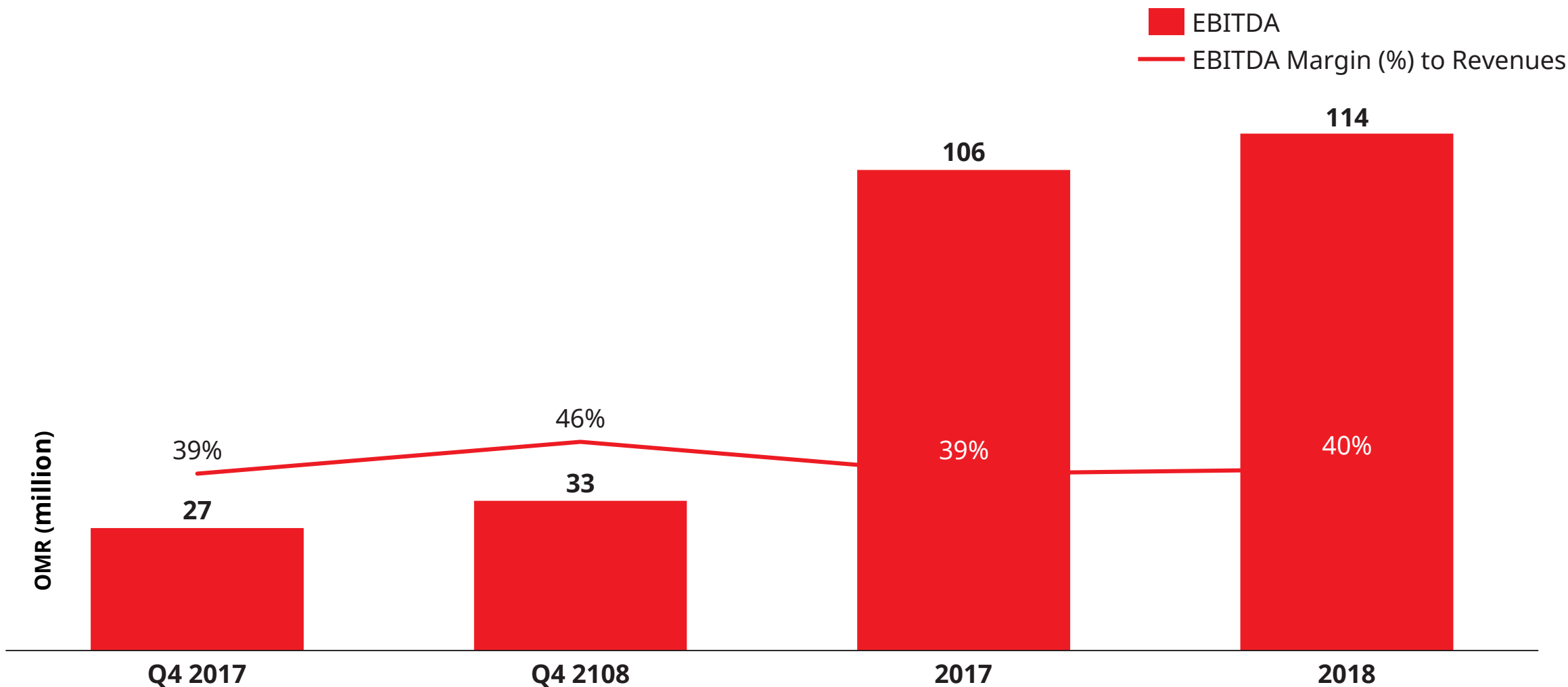
Operating Expenses –Operating Expenses has increased in 2018 mainly driven by higher devices cost.



Selling General and Administrative Expenses (SG&A)
SG&A is higher in 2018 compared to 2017

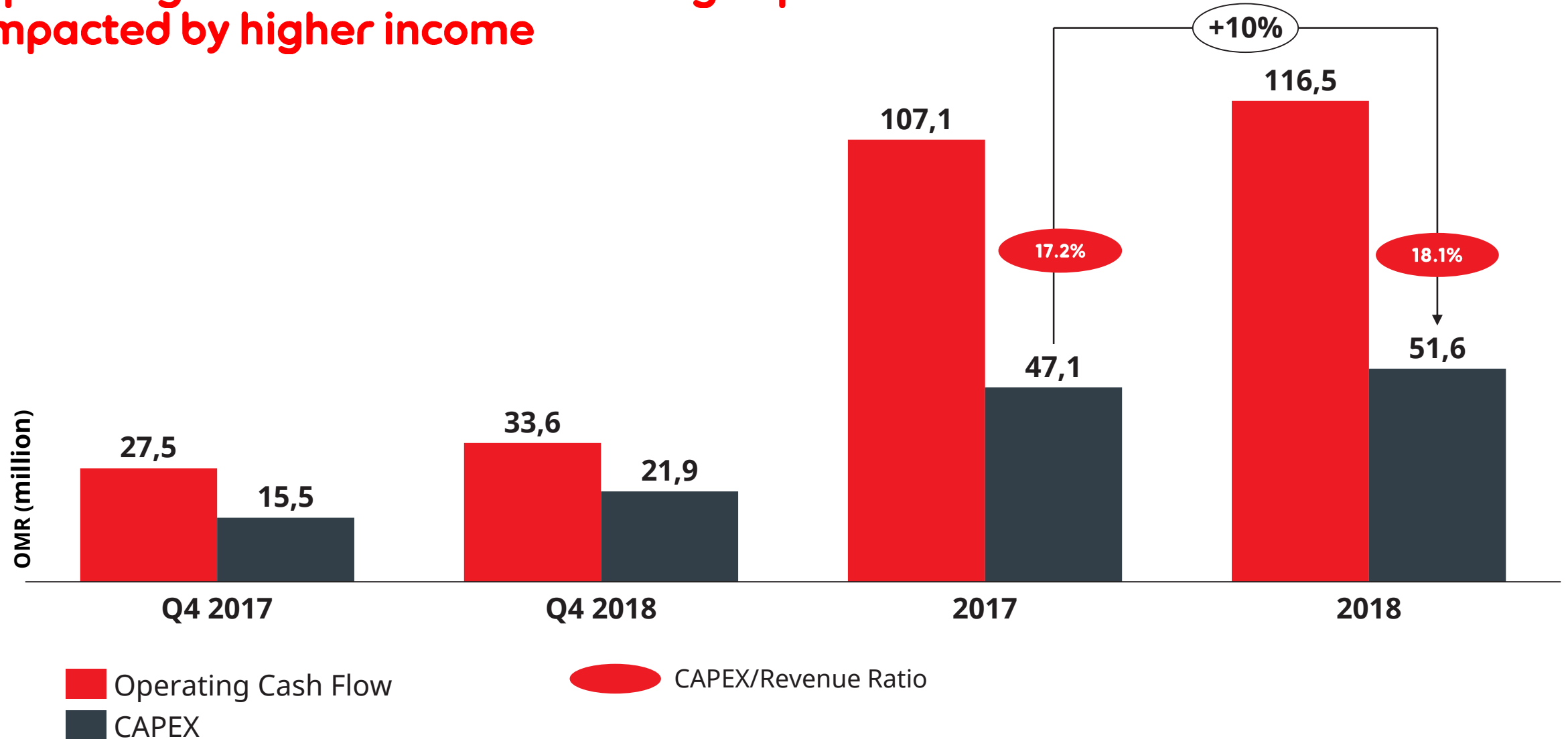


Adjusted EBITDA* - Annual EBITDA growth is driven by higher revenue.

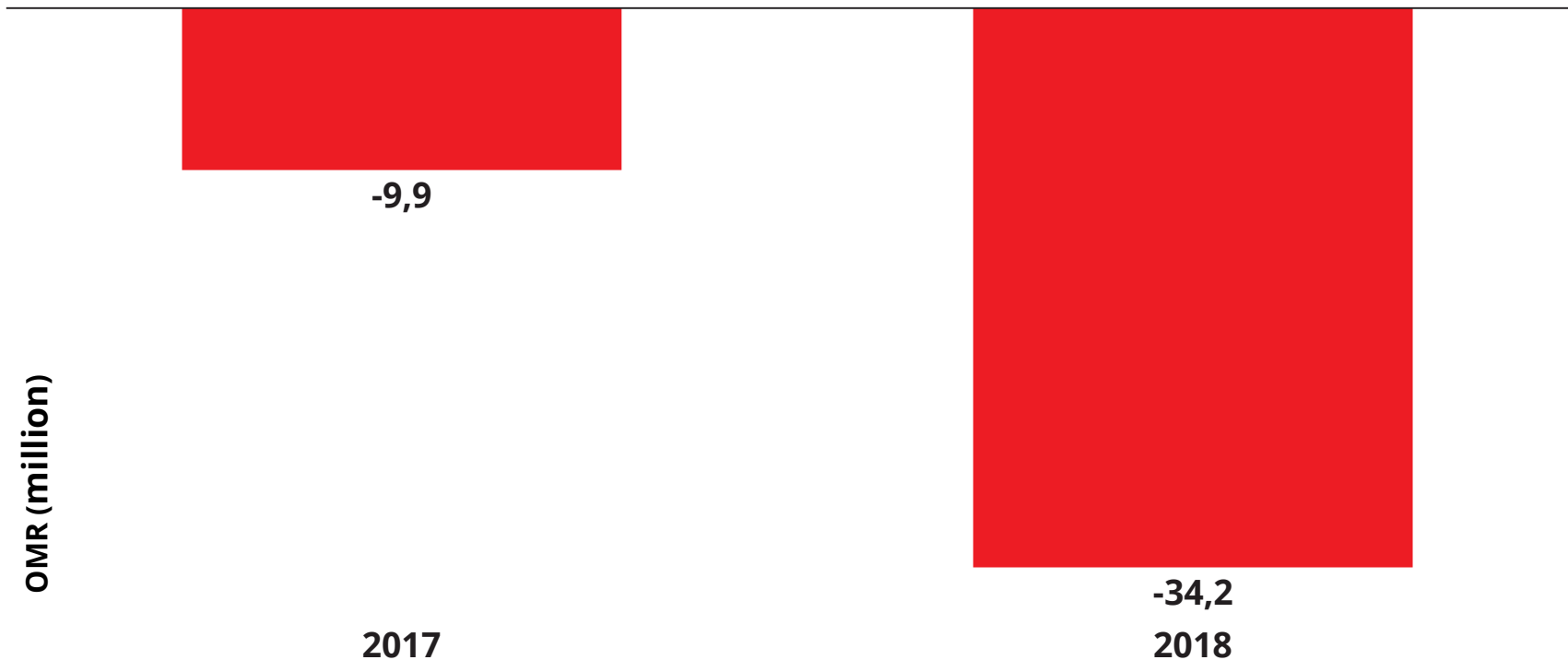


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

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 35.2% YoY.
- Revenue growth is driven by increases in both mobile and fixed data revenue.
- Fixed customer base up by 23.7% in 2018

■ Commercial and operational

- Data represents 60% of overall revenues
- Our high speed 4G network continues to be a core strength of Ooredoo's offering; covering over 95% of the Sultanate's population.
- OO remain leader in efficient use of technology.
- To support the growing needs of business users in Oman, Ooredoo also launched cloud services for storage and computing.
- Our focus has remained on making sure we are at the cutting edge of digital services and that all of our customers, whether in the home or in the office in order to enjoy the internet.
- Our Application and Chatbot (Saeed) herald a new channels to serve our customer, featuring Artificial Intelligence (AI) and making it easily accessible for our customers to remain in touch with us.

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Thank You