

Ooredoo Oman Performance – Q4 2019 (Full Year)



Investor Presentation

4th March 2020
Conference Call



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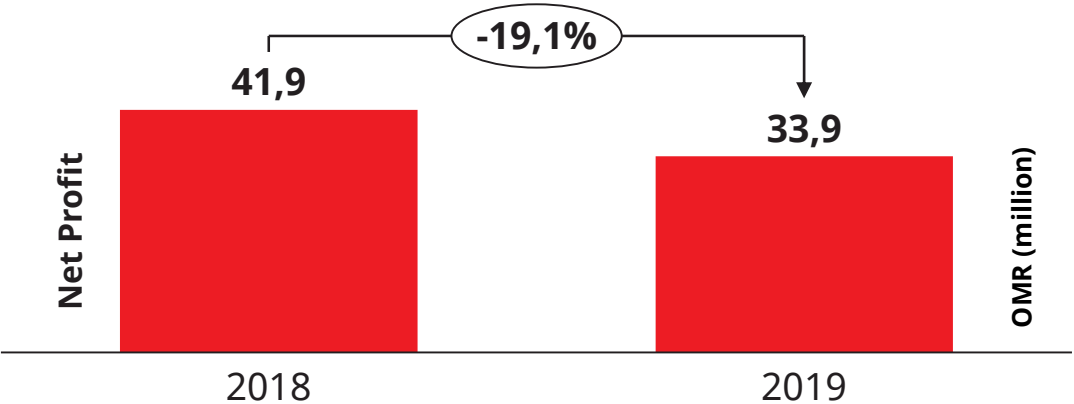
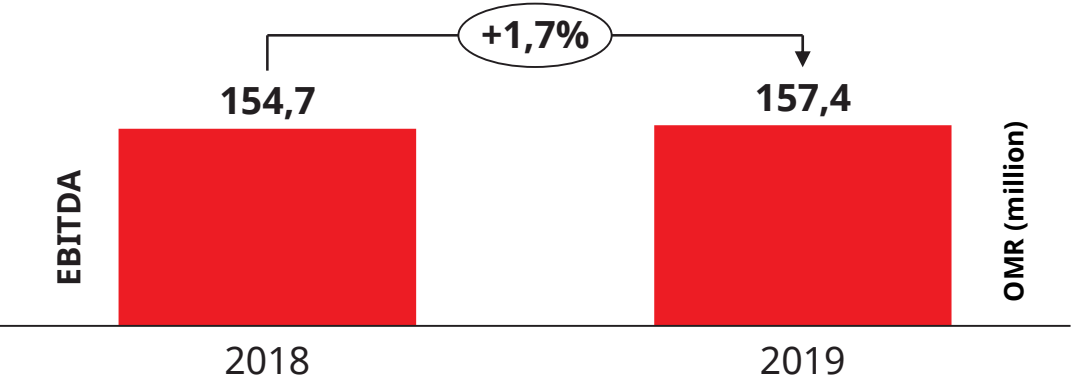
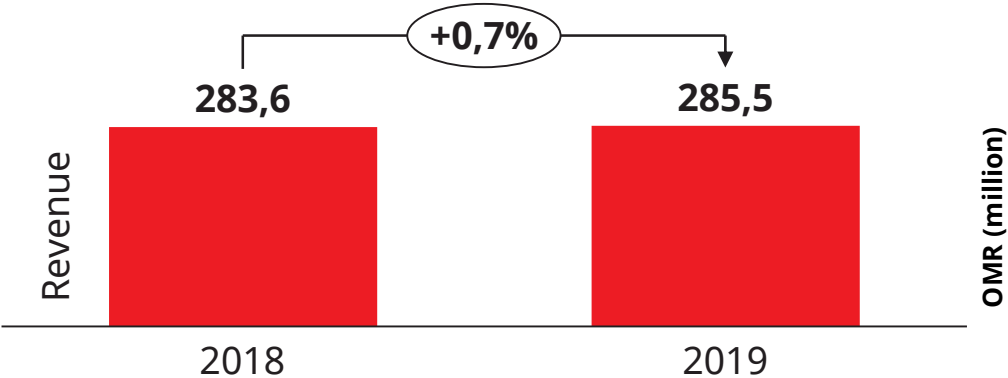
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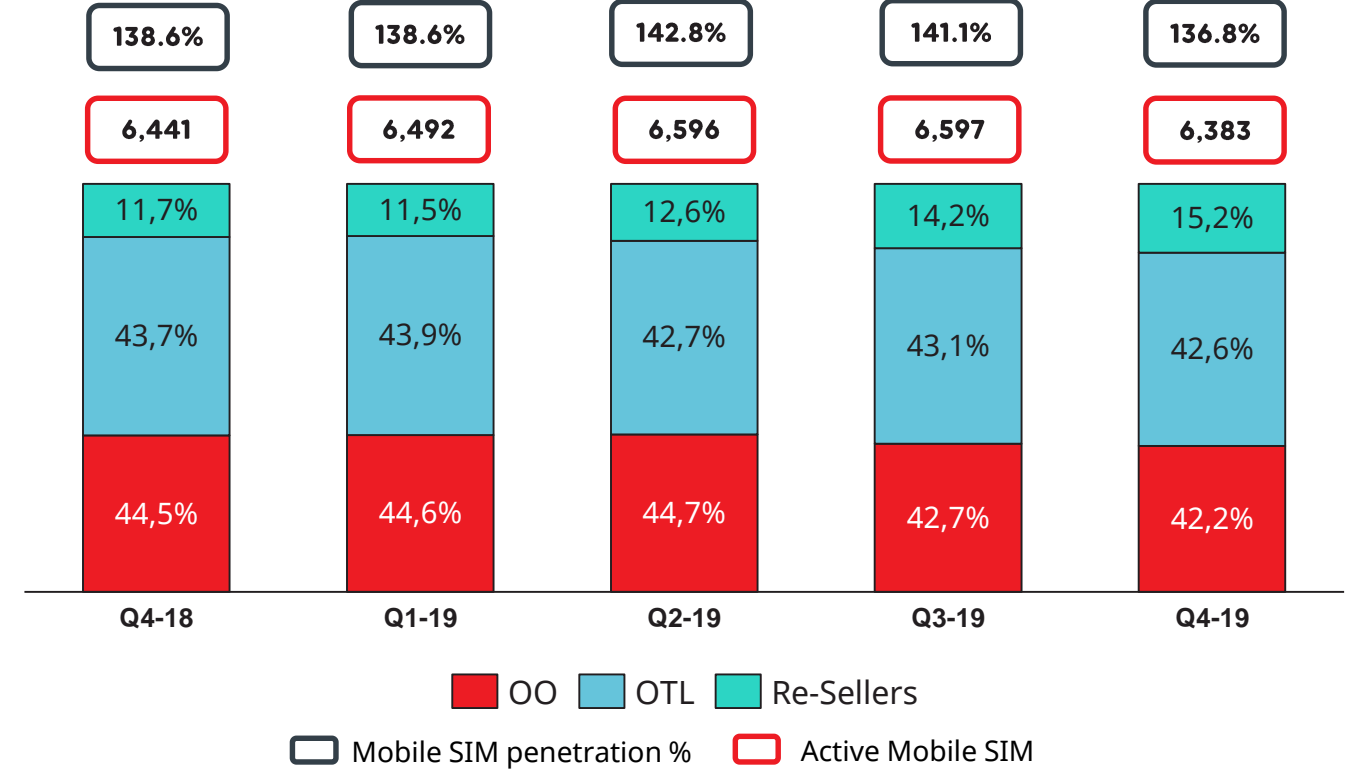
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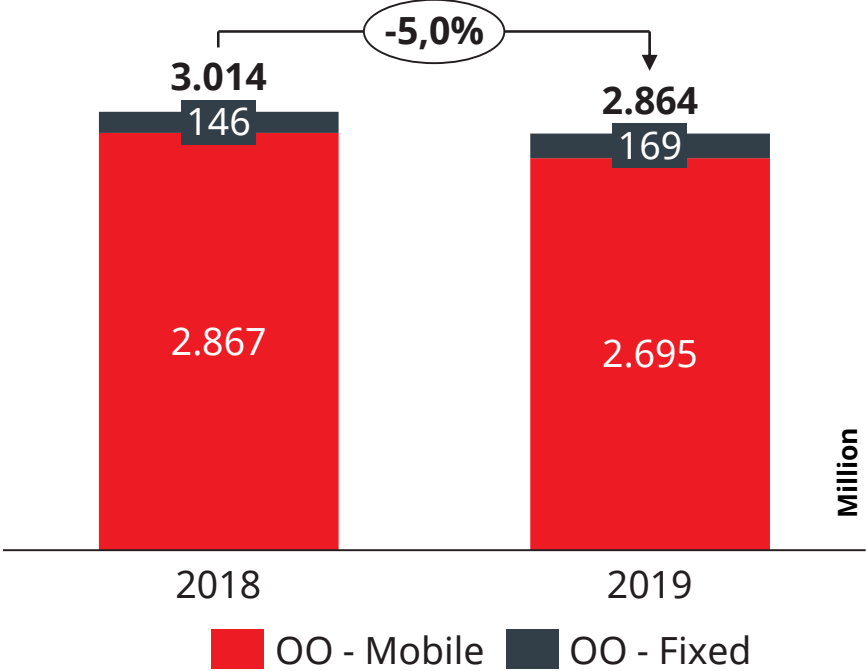
2019- Revenue , EBTIDA, and Net Profit (NP)



Market Share

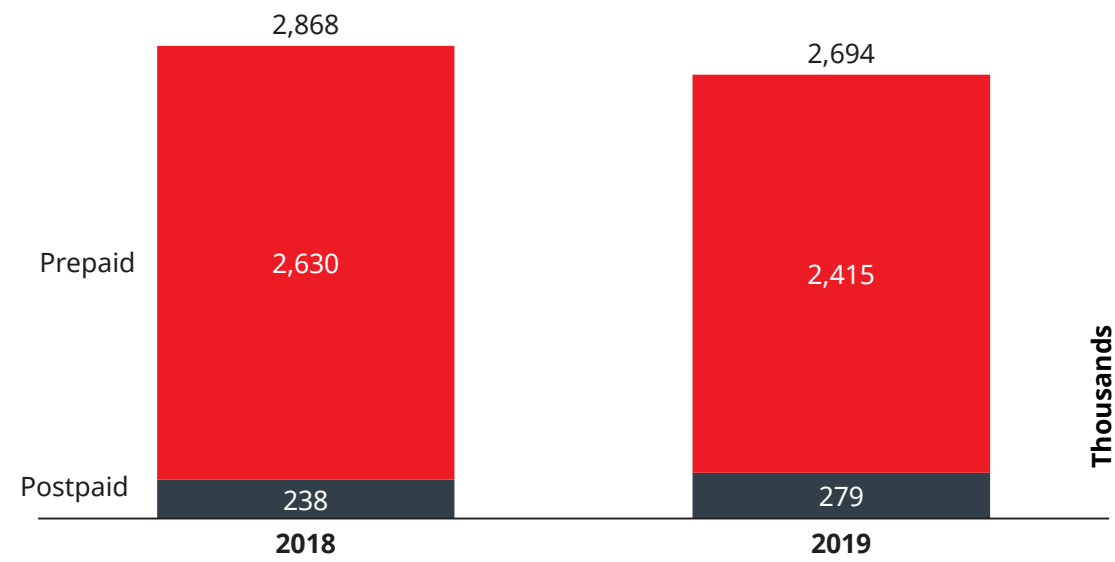


Oman Mobile Market Share – Customers

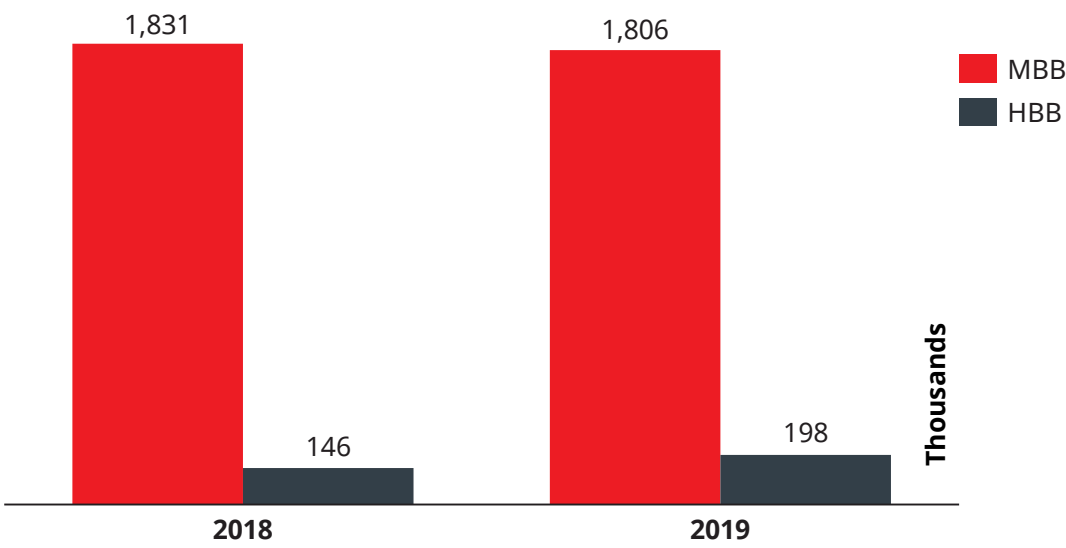


Ooredoo Oman Total Customers

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



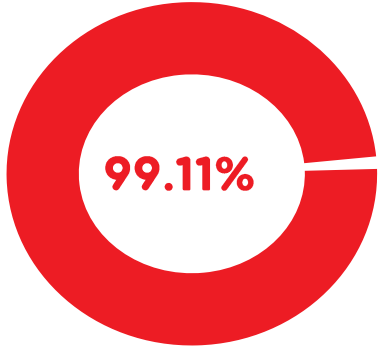
Ooredoo Oman Mobile Market Share - Customers



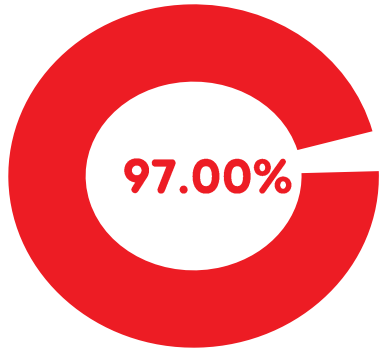
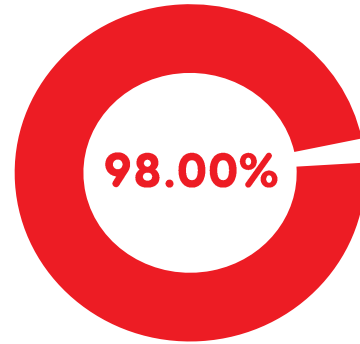
Ooredoo Oman MBB and HBB customers

4G & Digitalization

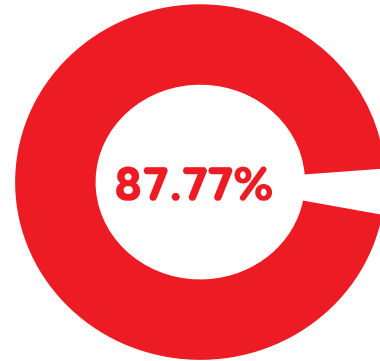
2G Population



3G Population



4G LTE Population



Fast HBB (households)

Network & IT focus areas:

- 90 additional 4G LTE sites with different carriers came on-air by Q4 2019, increasing LTE coverage to 97.00%
- Fast HBB rollout and upgrades continued in Q4 2019 with 17 new coverage sites and 61 sites upgraded to Massive MIMO (Pre-5G).
- 5G network preparation is well progressing, including live “Proof of Concept” network

Achievements & Offers

- **Ooredoo has been named Oman's "best in test" operator by P3, the global leader in benchmarking and testing for mobile networks**
- **Ooredoo Signs Strategic Agreement with Oman Tower Company for Network in Musandam**
- **Ooredoo has received the coveted Best Corporate Brand Award from The Middle East, North Africa & Asia Award Organization (MENAA)**
- **Chief Executive Officer, Ian Dench, was ranked 24th among the "Top 50 International CEOs Heading Local Companies" by Forbes Middle East**
- **Ooredoo Gives Low Installment Rates on the Latest Smartphones with Popular Shahry Plans**
- **Ooredoo Wins Sultan Qaboos Award for Voluntary Work**

Awards



HM Award in CSR



BS 11200 - BCM certification

Global Women in Telco and Tech Awards



MENAA Awards

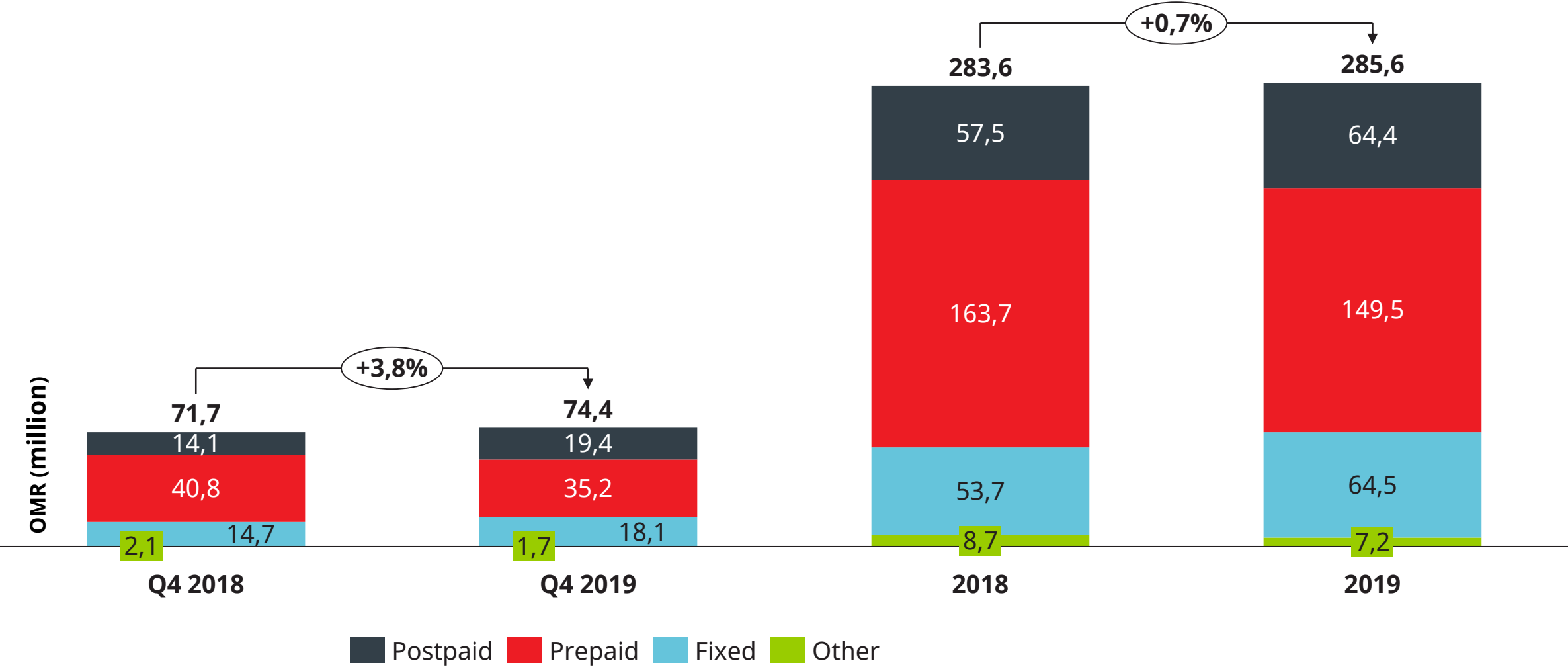


Oman's Best Network by P3

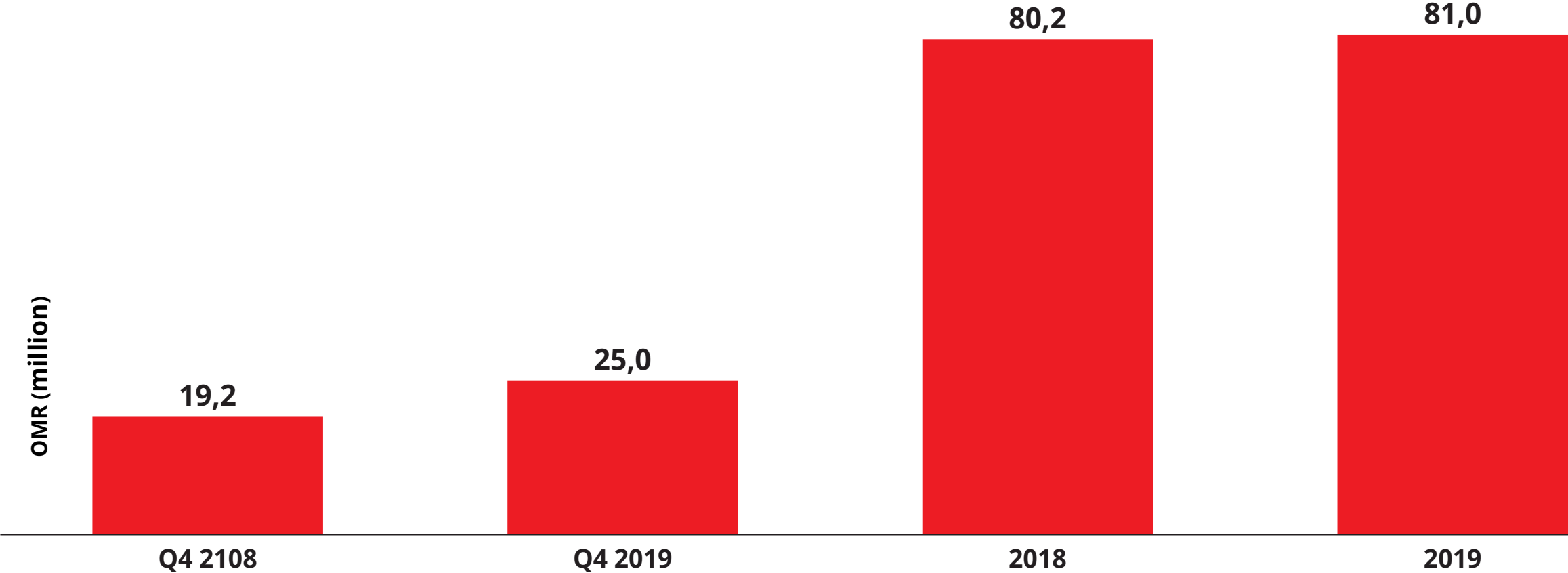


Customer Experience ME Award

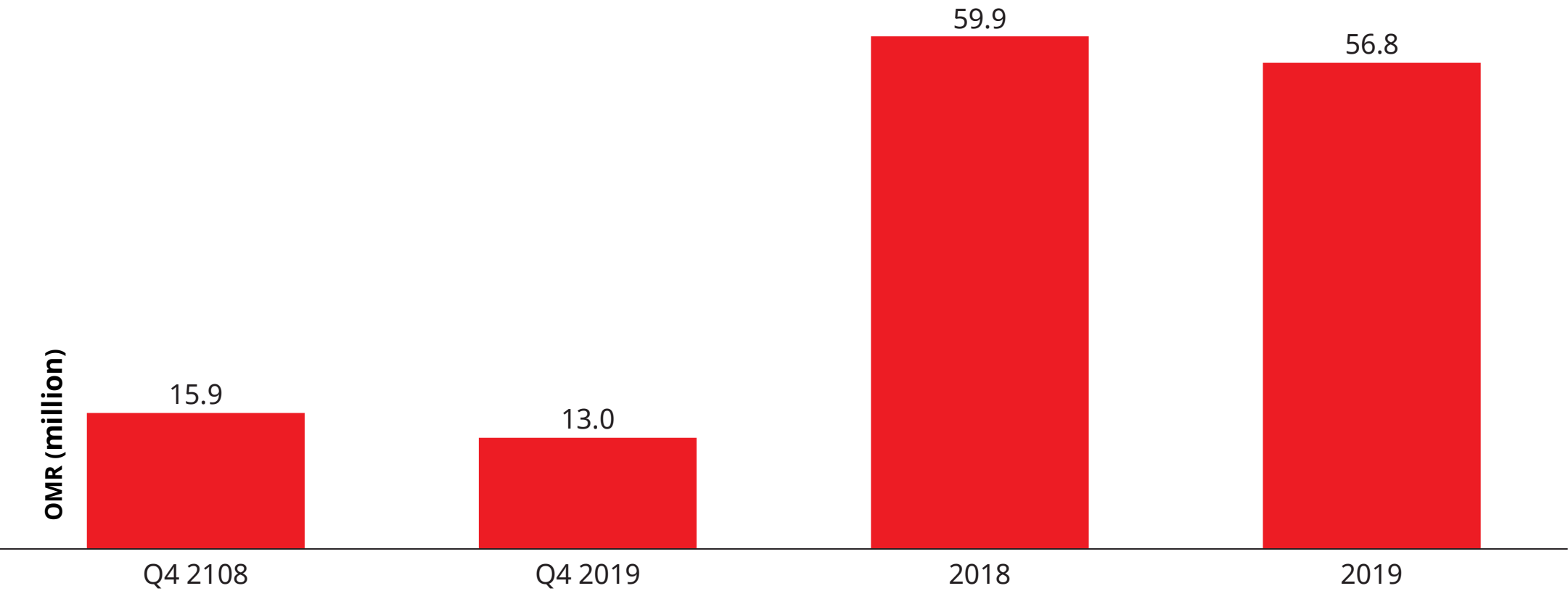
Revenue



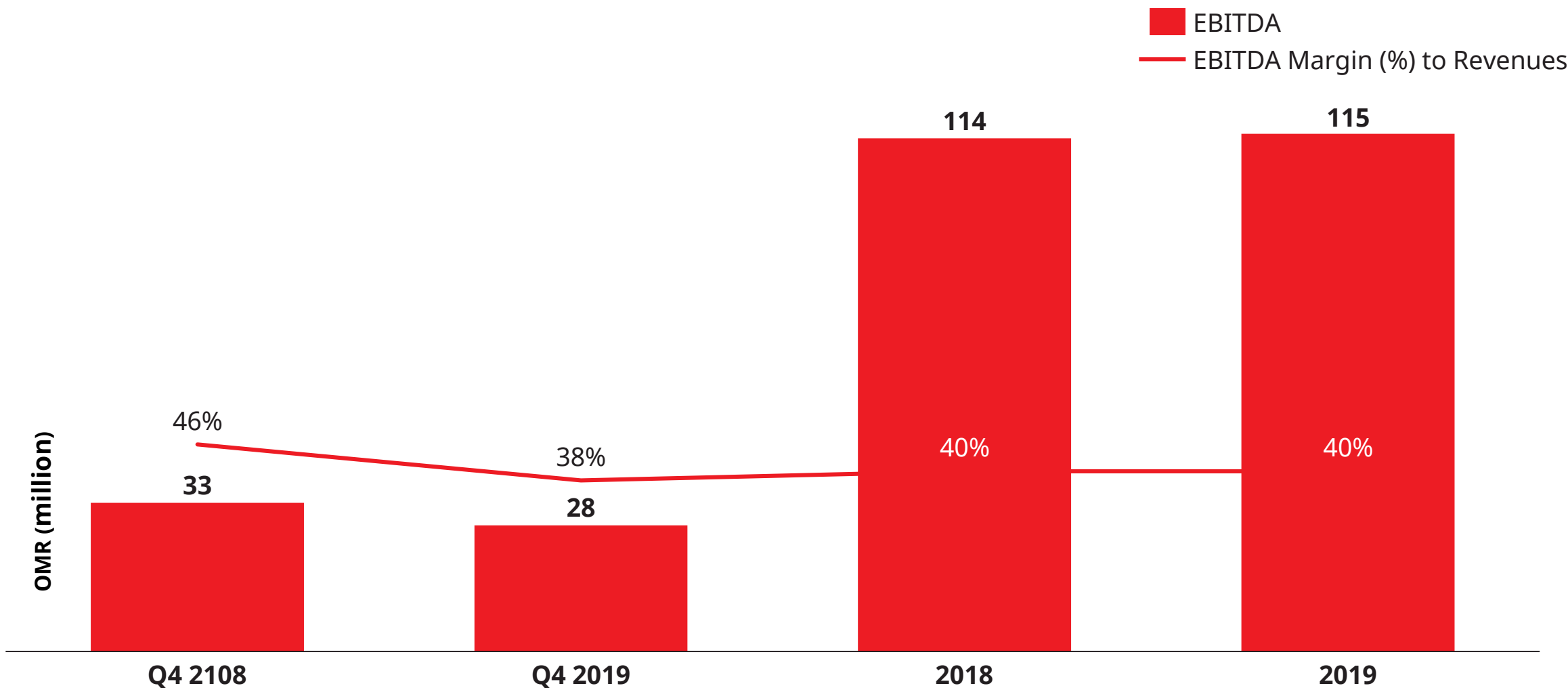
Operating Expenses



Selling General and Administrative Expenses (SG&A)

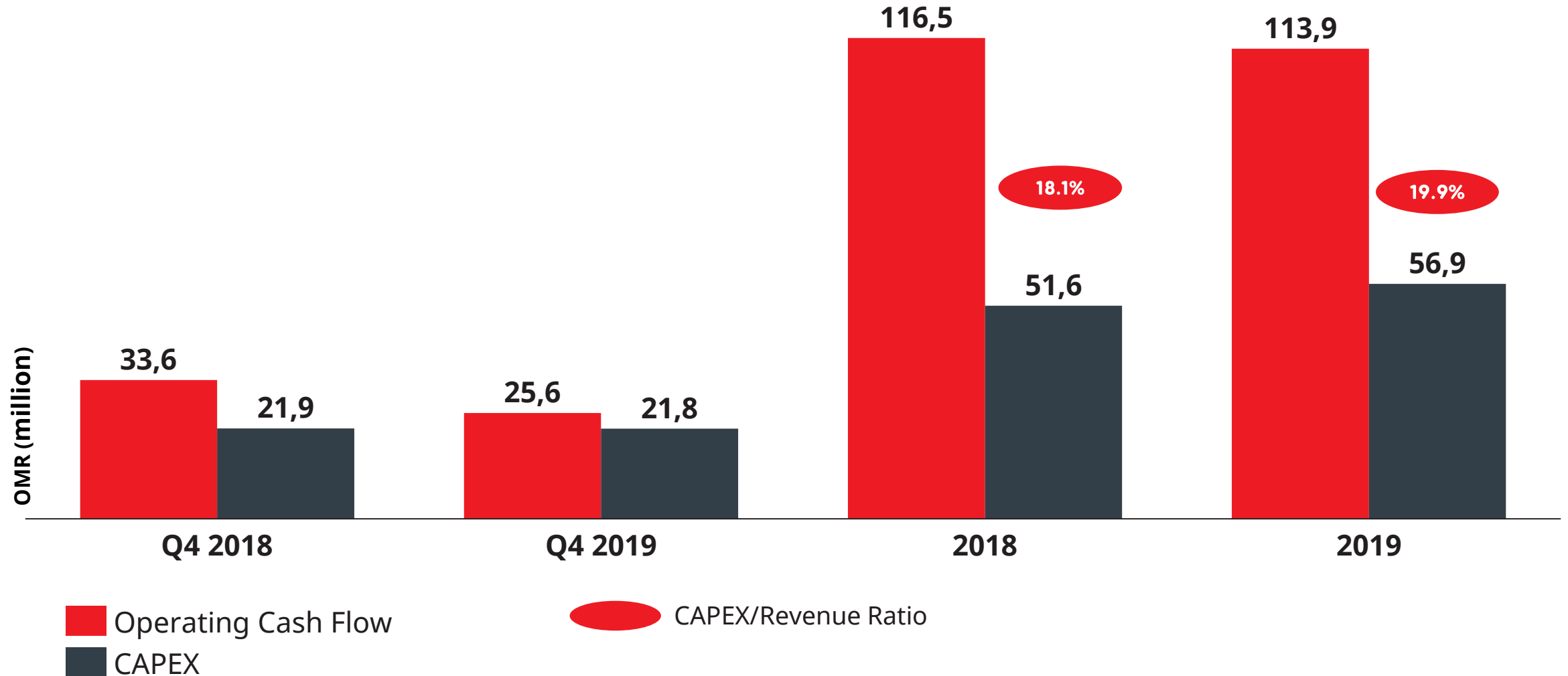


Adjusted EBITDA*

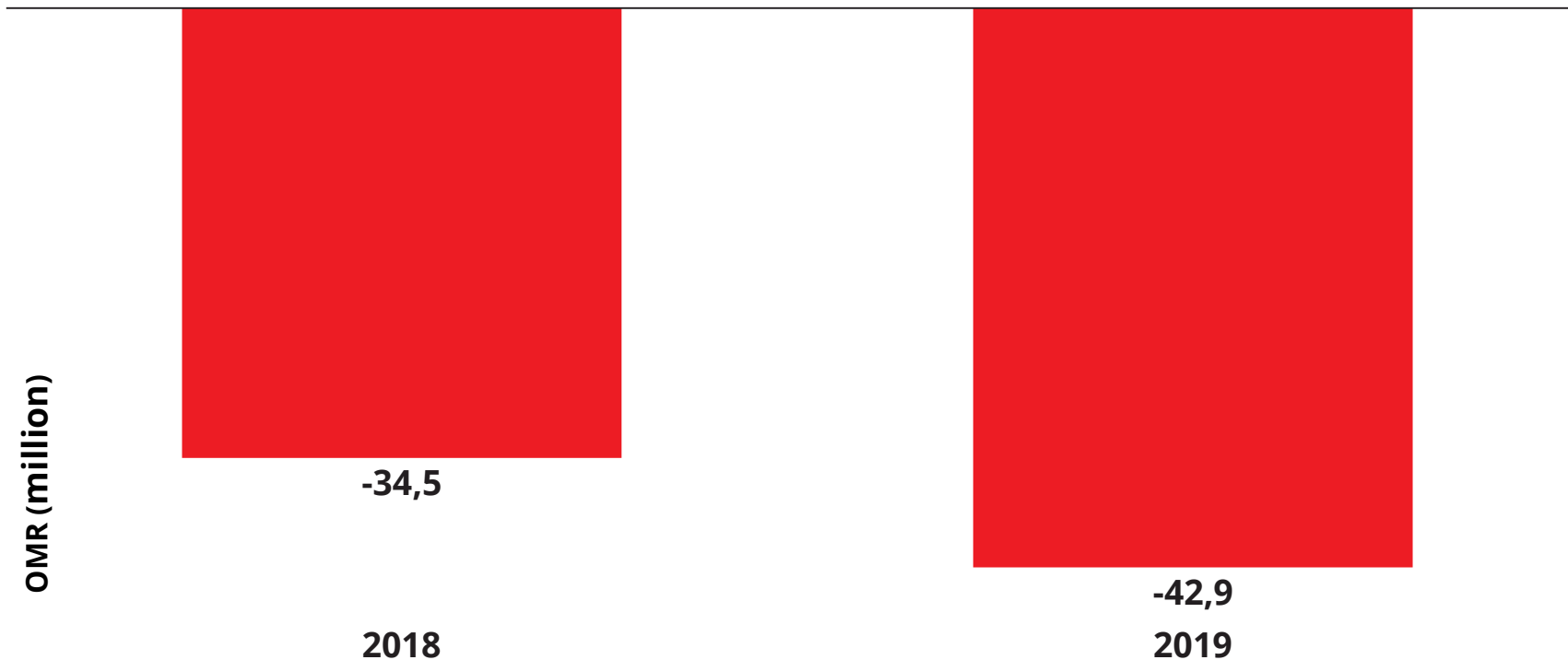


*Adj. EBITDA = Revenues – Operating Expenses – General and Administrative Expenses (including service fees) – royalty – other expenses

Operating cash flow before working capital



Net Debt/Annualized Adj. EBITDA – Improvement in leverage



As on Dec 2019 we have
unutilized funds of OMR 90m

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

Summary

■ Market

- Revenue growth is driven by higher fixed revenue and device sales
- Fixed customer base up by 15.2% for 2019 compared with 2018.

■ Commercial and operational

- Data represents 63% of overall revenues
- As the Sultanate's data experience leaders, we have continued to make sure our customers can enjoy the internet through our great network, an awesome app-led digital experience and a host of innovative products and services
- we expanded into financial services, bringing a fast, simple and secure way to make payments, with the 'Pay+' app in collaboration with National Bank of Oman
- Customers also benefitted from better access to devices through our eShop, which saw unprecedented growth for online sales.

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Thank You