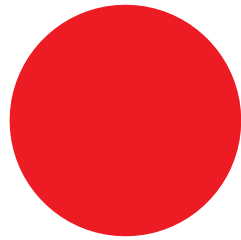


Ooredoo Oman Performance – Q2-2024



Investor Call Presentation

05th August 2024



Classification: **Public**

ooredoo



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Presenters



Bassam Yousef Al Ibrahimy
Chief Executive Officer



Nasser Al Yaarubi
Chief Financial Officer

Content



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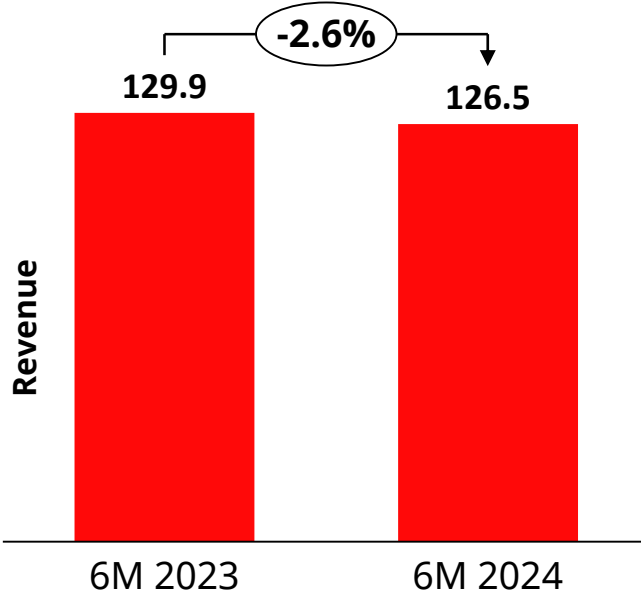
03 **Financials**

04 **Summary**

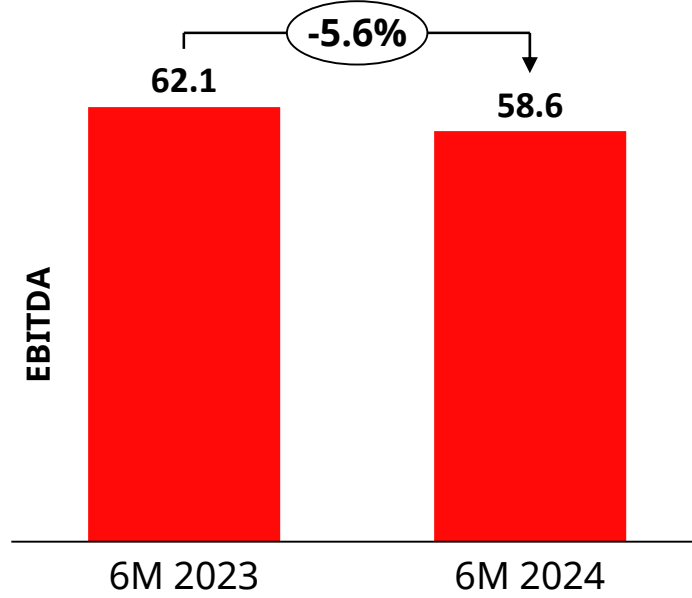
YTD 2024- Revenue , EBITDA, and Net Profit (NP)



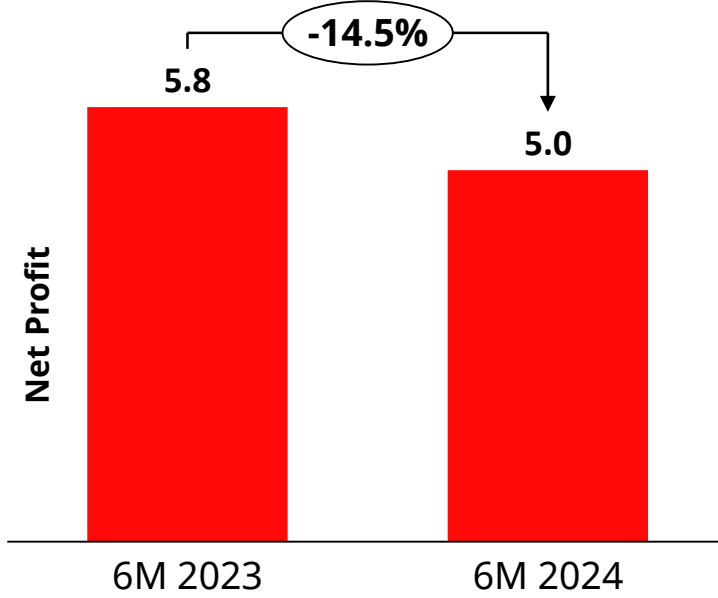
Revenue (OMR million)



EBITDA (OMR million)



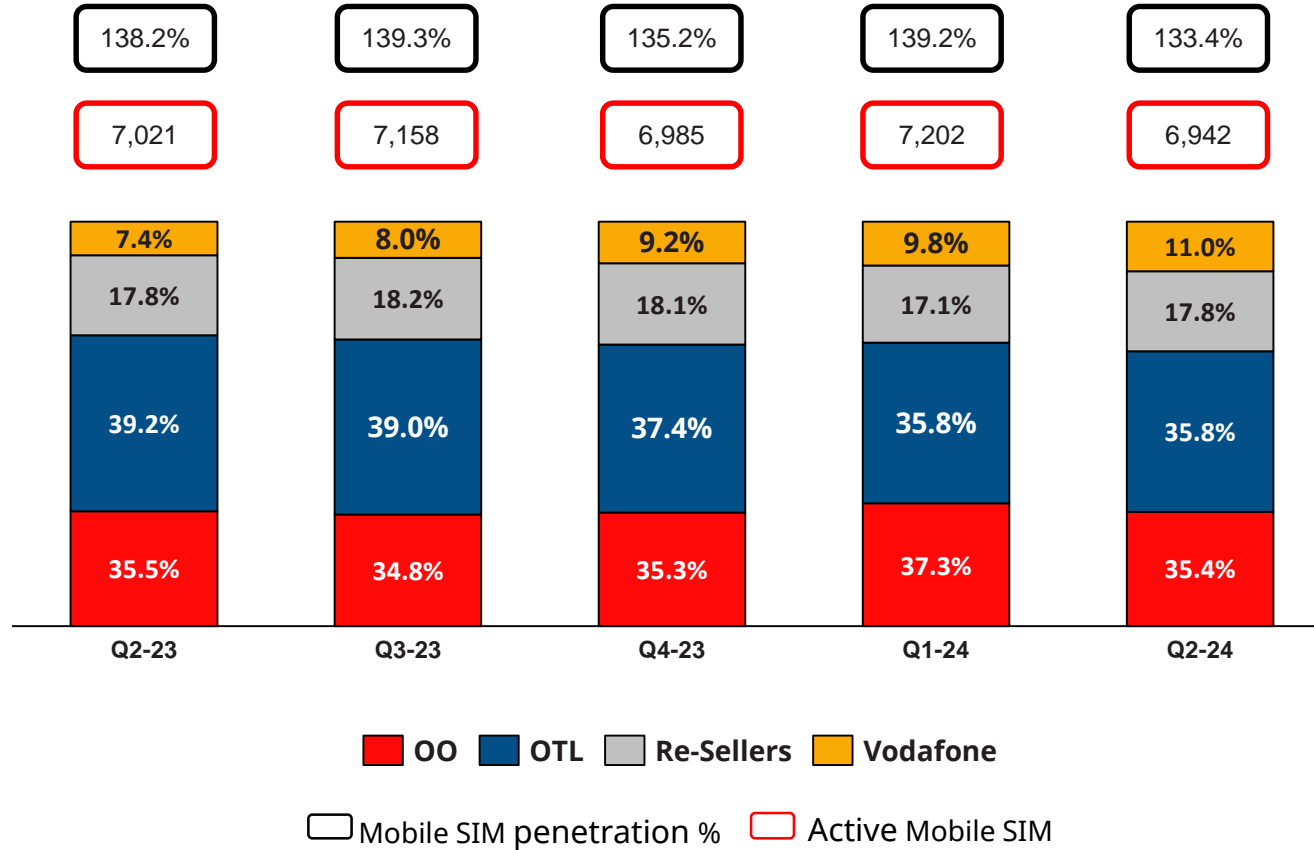
Net Profit (OMR million)



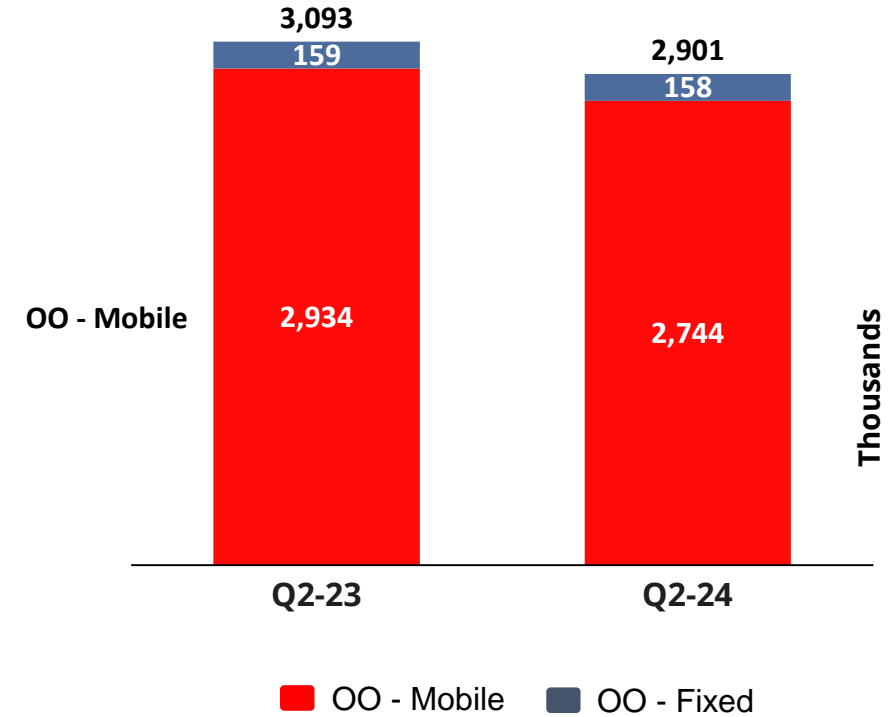
- Revenue decrease is mainly due to lower mobile, devices & ICT revenues. This is partially offset by higher fixed services revenue.
- EBITDA is impacted by lower revenue.
- Lower EBITDA (partial offset by lower cost of sales and lower depreciation & amortization costs) led to decrease of net profit by OMR 0.8 M.

Market Share

Oman Mobile Market Share – Customers

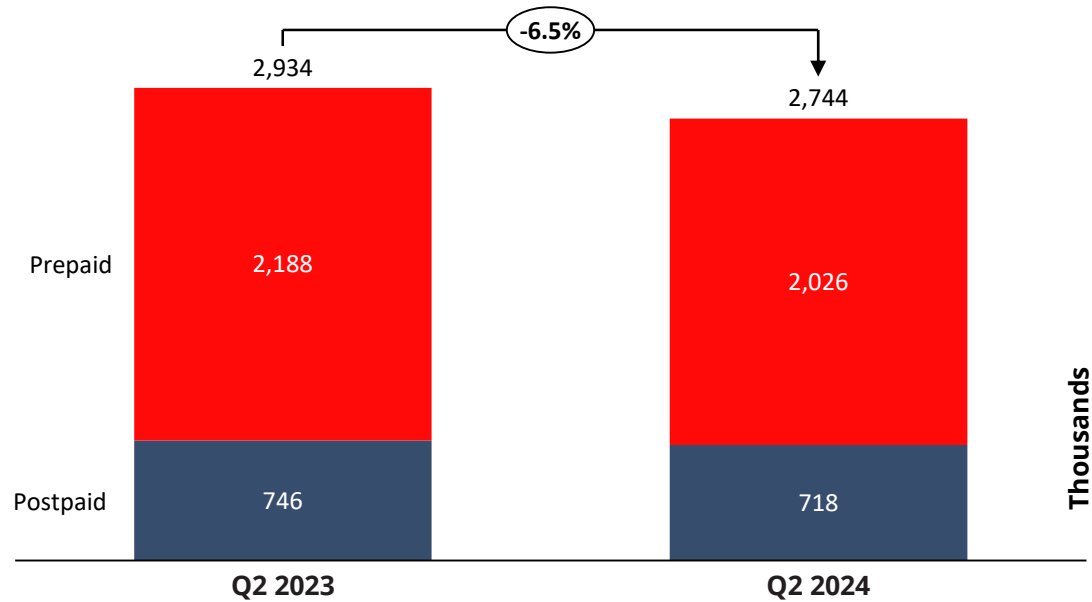


Ooredoo Oman Total – Customers

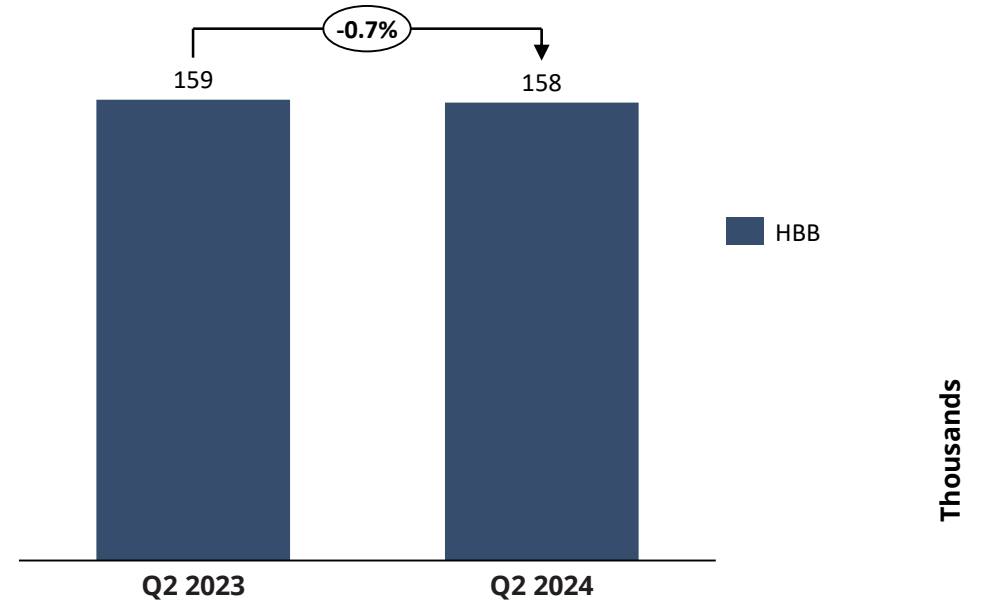


Disclaimer: VF numbers are based on market intelligence reports

Customer Base

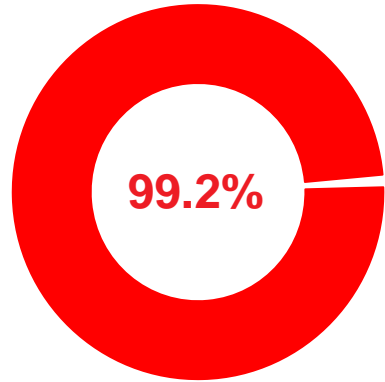


Ooredoo Oman Mobile Customers

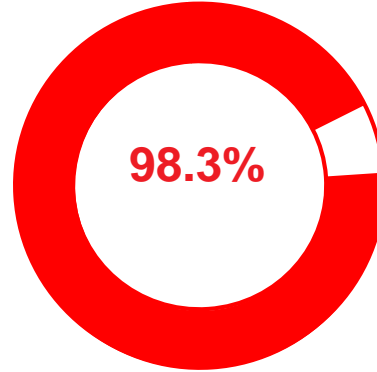


Ooredoo Oman HBB customers

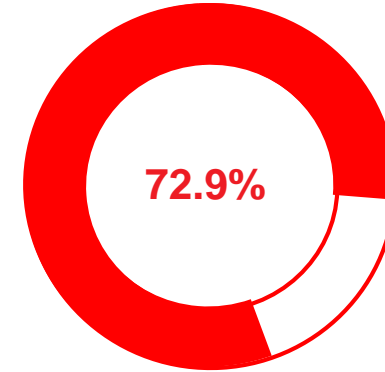
5G & Digitalization- Mobile



2G Population



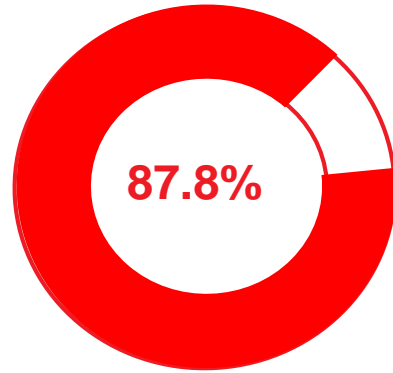
4G LTE Population



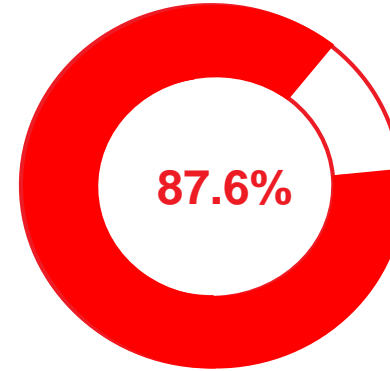
5G - Mobile

- Population 5G mobile coverage is around 72.9%.
- By end of Q2-2024, Ooredoo already had 2019 5G sites 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 broadband capacity to improve customer wireless home-broadband experience.
- 5G wireless home-broadband service is available with access speed of up to 1 Gbps speed.
- By end of Q2-2024, Ooredoo had 921 5G sites supporting fixed wireless access.
- OO continues to work with OBB to expand FTTH service in the Sultanate.



02 Awards

Awards -



Top Omani Brand' in the Telecoms category based on a survey conducted by Alam al-Iktisaad Wal Aa'mal (AIWA),



Most Outstanding Telecommunications Company of the Year – Oman, at the M&A Today Global Awards 2024.



Ooredoo Oman Named Top 360 Degree Services Merchant at Bank Muscat's Partners in Progress Awards 2024.

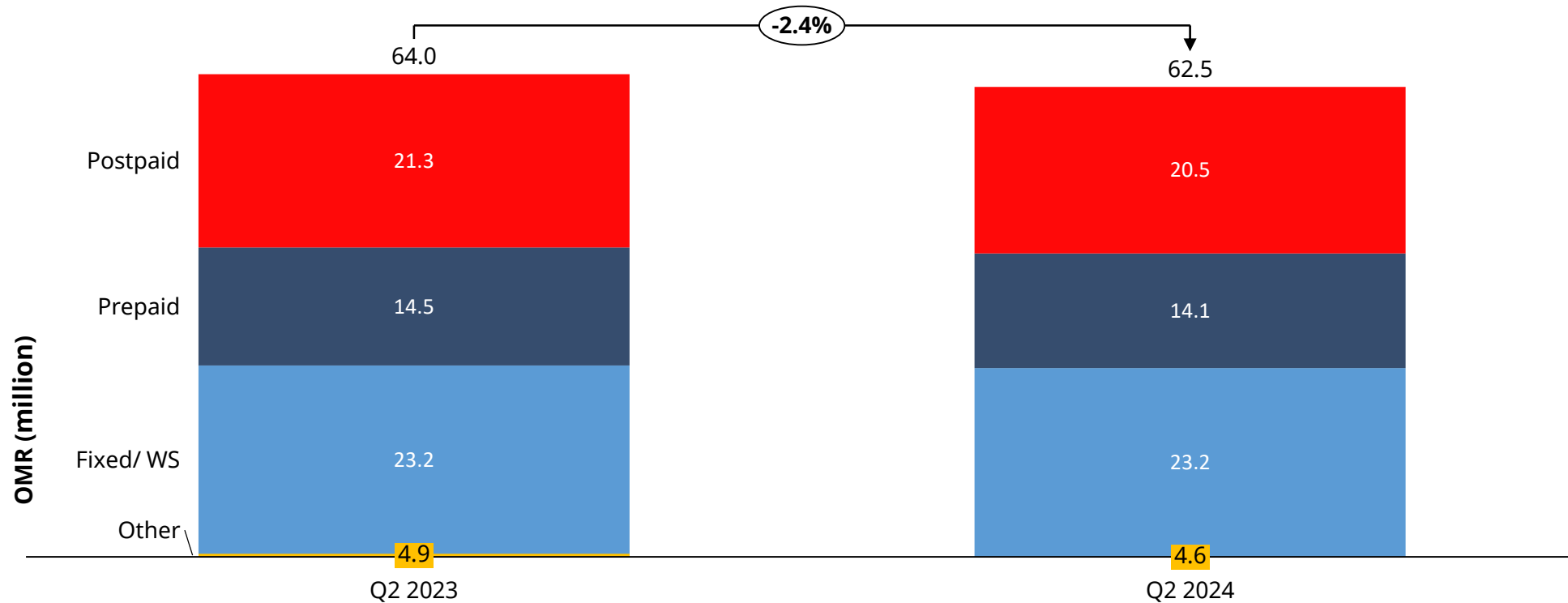


Ooredoo Wins Big in The Telecom Category at The COMEX Excellence in Technology Awards 2024



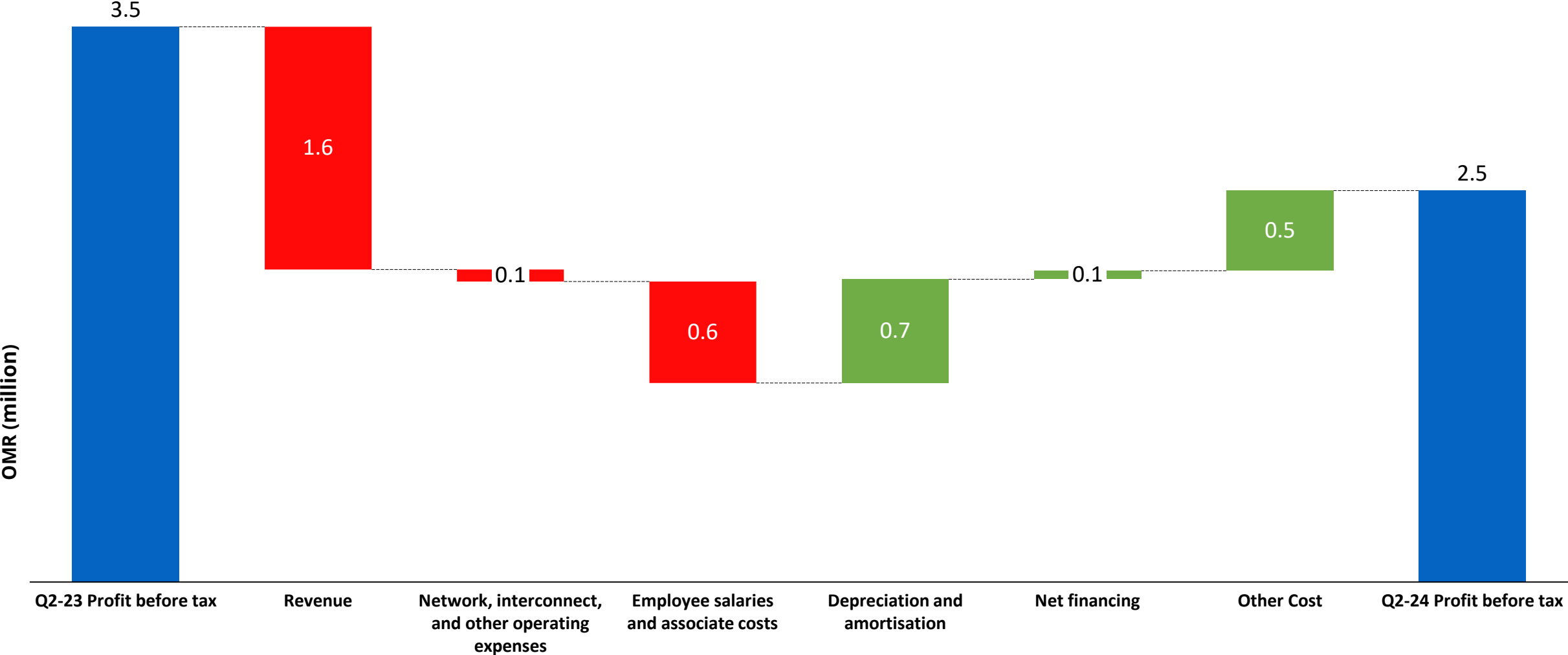
03 Financials

Revenue Q2 2024

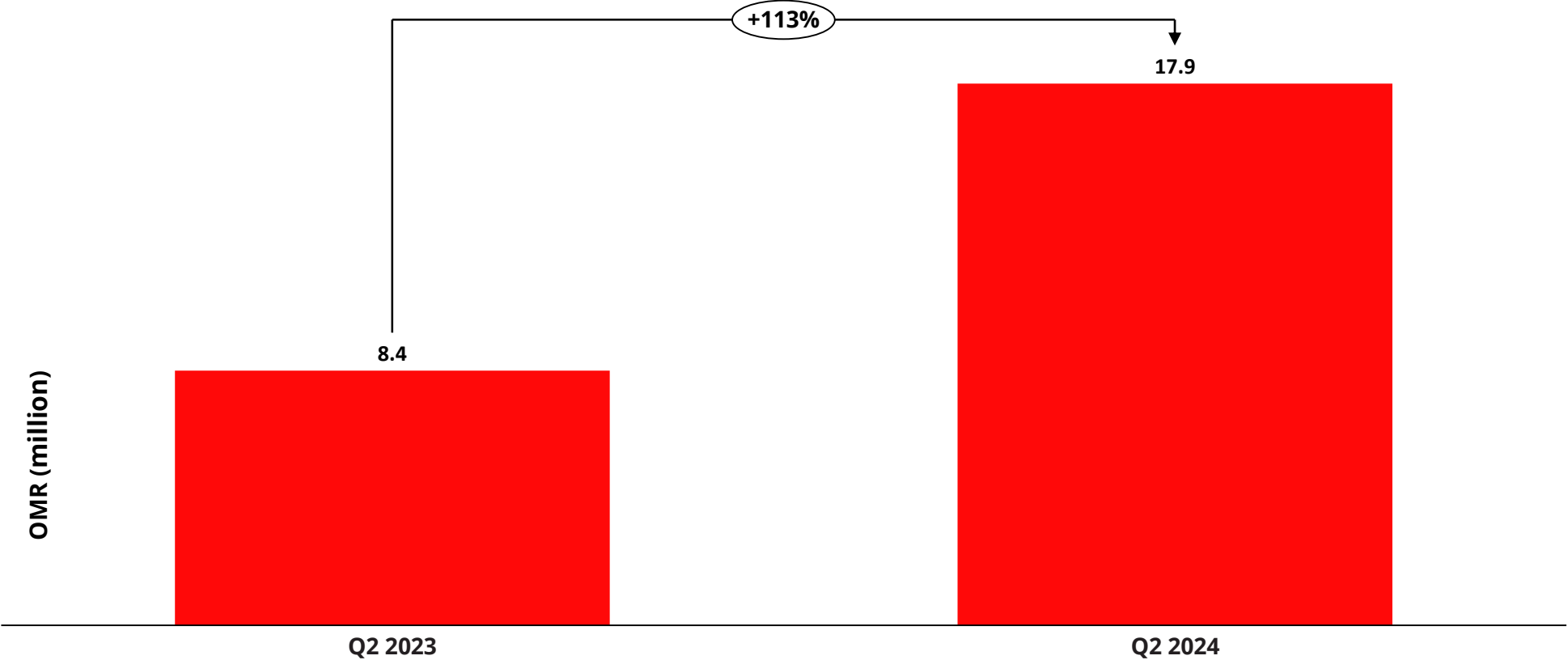


- Revenue reduction in Q2 2024 is impacted by lower mobile, ICT and devices revenues.

Profit before tax

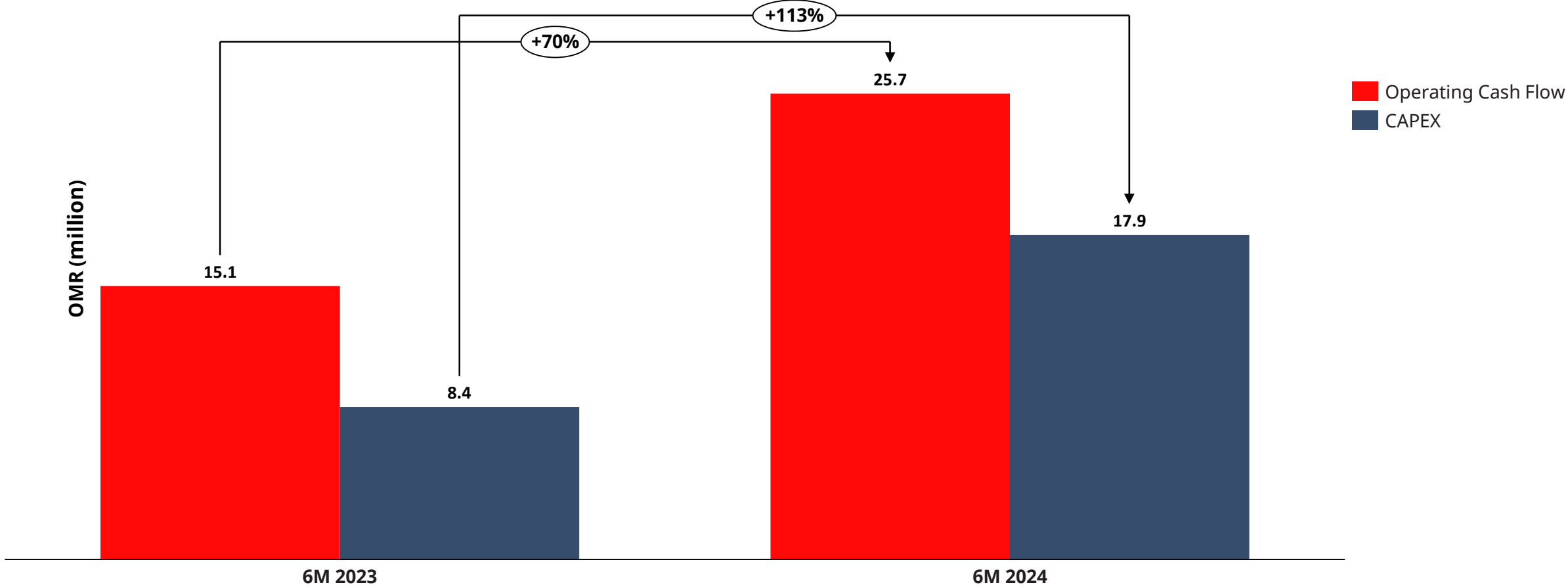


Capital Expenditure (CAPEX)



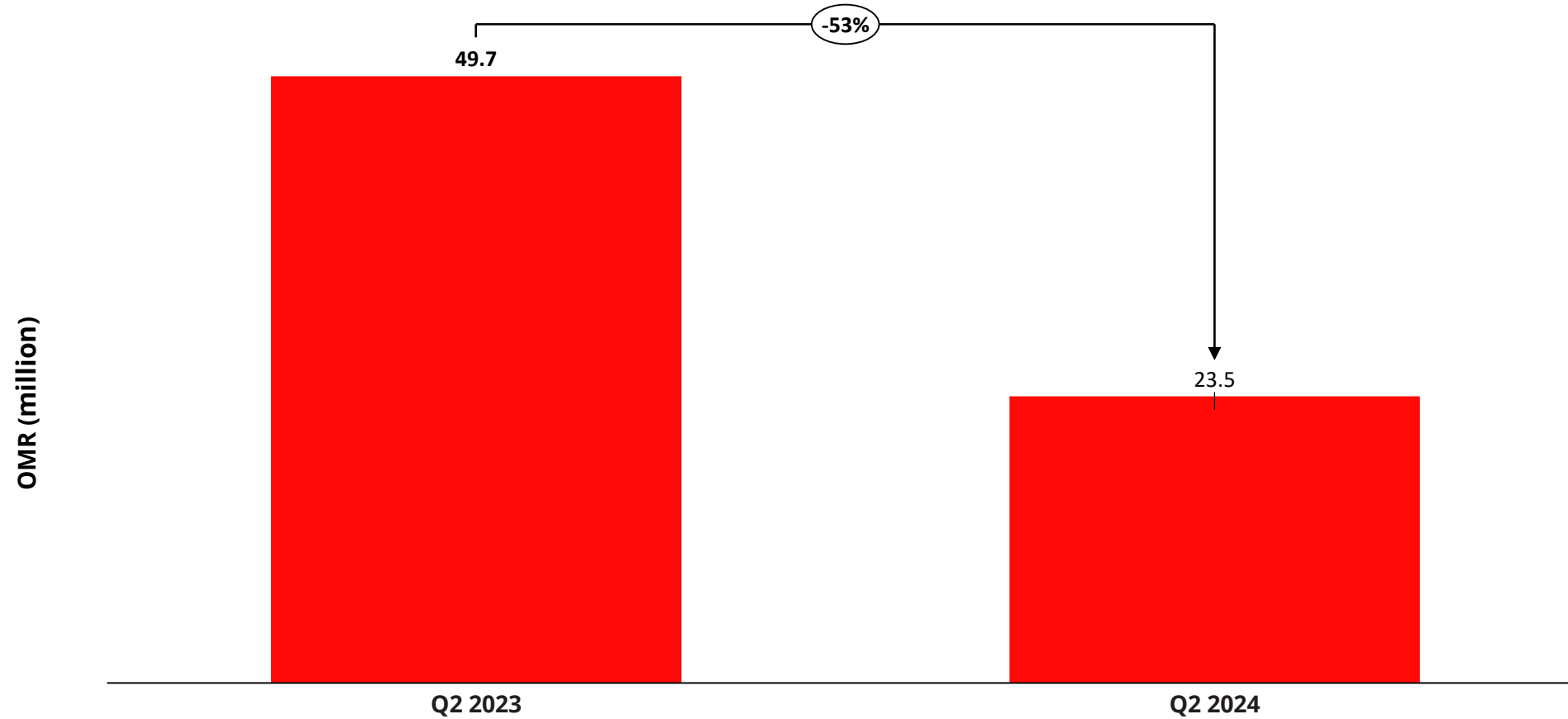
- CAPEX spend in Q2 2024 is higher driven by investment in 5G and network enhancement as well as Q2.2024 includes payment of OMR 2.8M for new Spectrum (2.3 GHz).

Net cash from operating activities



- Cash flow from operation is higher in Q2 2024 supported by improvement in working capital supported by favorable movement of receivables.

Net Debt as at the end of Q2.2024



- Net debt is lower due to improvement in operating cash flow and lower utilization of RCF.
- OO continues to maintain healthy cash position with low gearing.



04 Summary

Summary

▪ Market

- Oman's telecom market faces competitive challenges.
- Ooredoo Oman revenue is lower due to lower mobile, devices & ICT revenues. This is partially offset by higher fixed services revenue.

Commercial and operational

- Ooredoo Oman will continue driving value to customers through enriching our customer experience. We will continue to adapt to market dynamics, drive efficiency, and innovate, ensuring a strong and sustainable future for the company
- Cost efficiency program is ongoing to offset the decline of gross margin associated with revenue mix change.
- Number of initiatives are in progress to boost the growth, OO continues expanding its 5G network and offering advanced digital solutions, all contributing to digital transformation
- Ooredoo Oman has become the Strategic Partner for the Entrepreneurship & Innovation Award, which, through various programs, aims to empower entrepreneurs to achieve success and advance their businesses and projects.



Presented by:

Bassam Yousef Al-Ibrahim – CEO

Nasser Al Yaarubi – CFO

Younis Al-Naabi – Head Investor Relations

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THANK YOU

