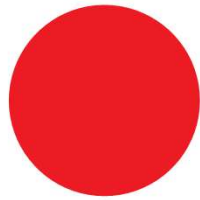


Ooredoo Oman Performance – Q1-2024



Investor Presentation

29th May 2024



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Presenters



Bassam Yousef Al Ibrahimy
Chief Executive Officer



Nasser Al Yaarubi
Chief Financial Officer

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Content



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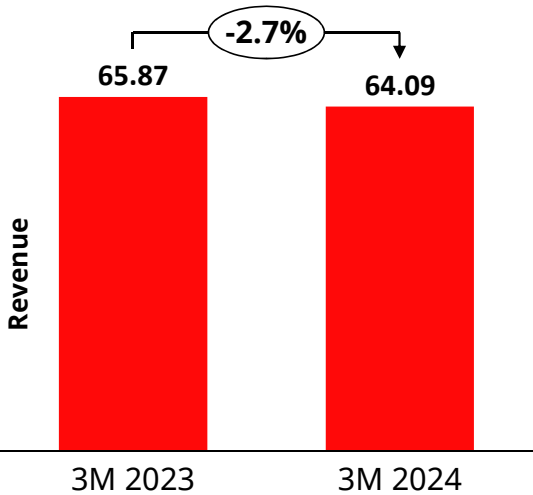
03 **Financials**

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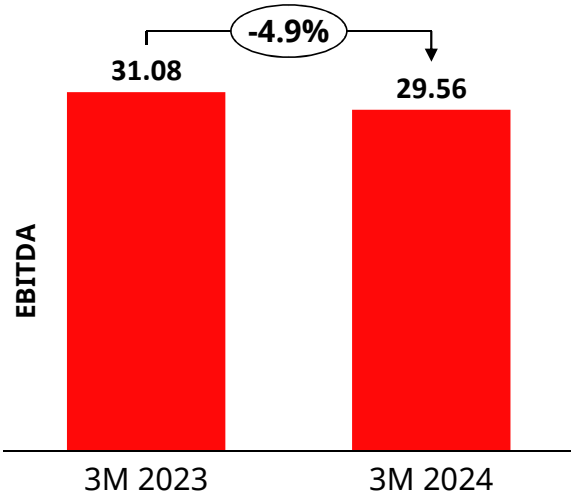
Q1 2024 Revenue , EBITDA, and Net Profit (NP)



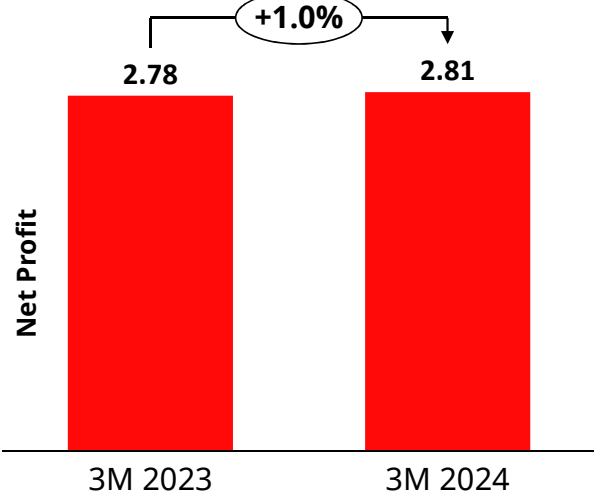
Revenue (OMR million)



EBITDA (OMR million)



Net Profit (OMR million)



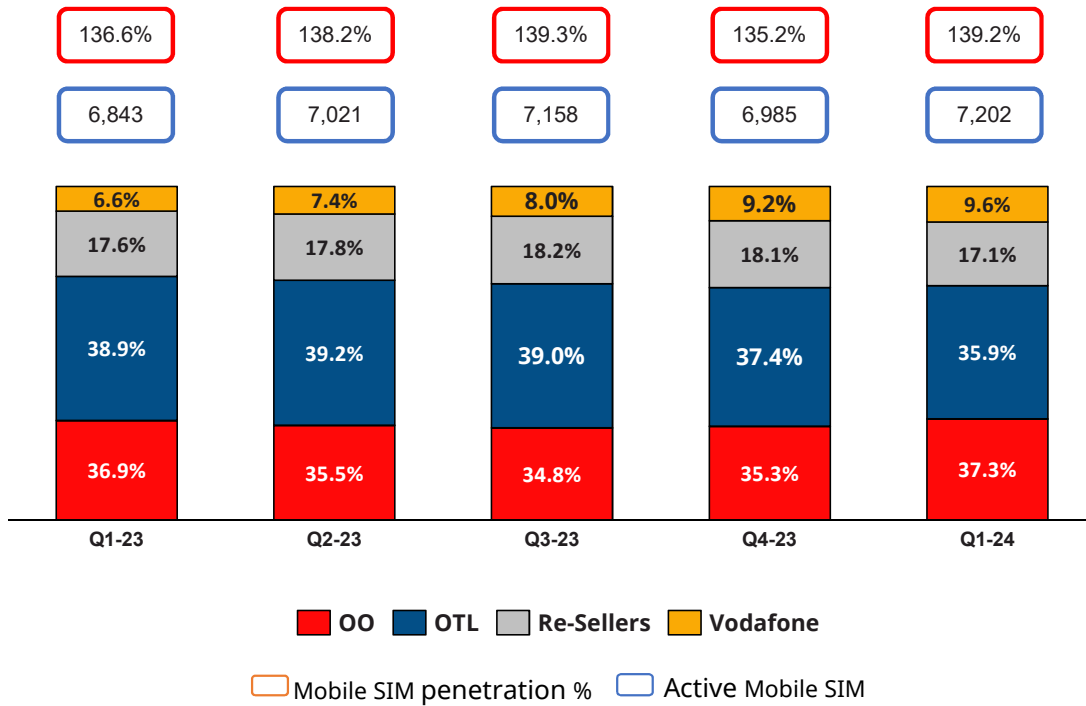
- Revenue continue to be impacted by challenges in Mobile. However, Fixed Revenue improved compared to Q.2023.
- EBITDA is impacted by lower revenue.
- The higher net profit for the quarter was a result of lower depreciation & amortization and lower finance cost.

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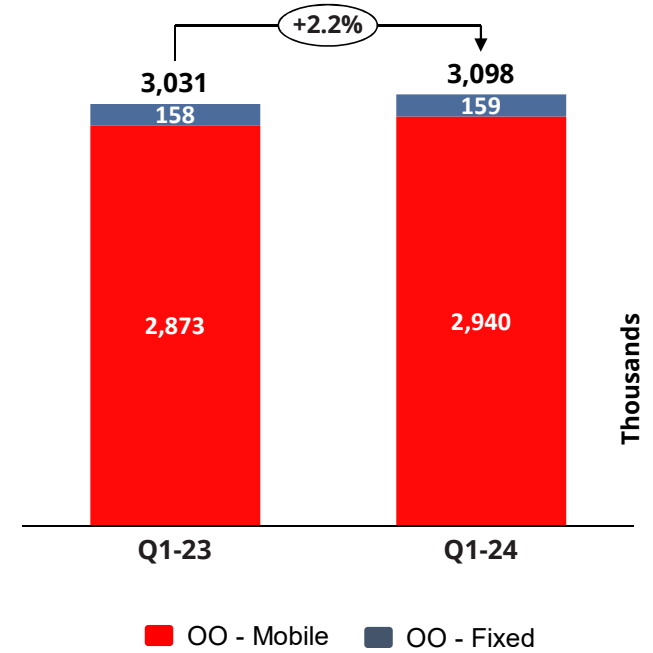


Market Share

Oman Mobile Market Share – Customers



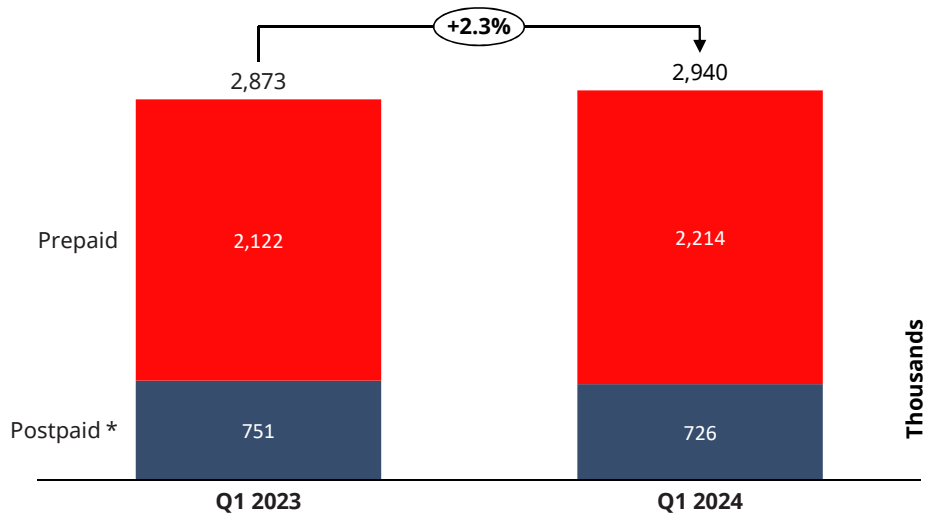
Ooredoo Oman Total – Customers



Disclaimer: VF numbers are based on market intelligence reports

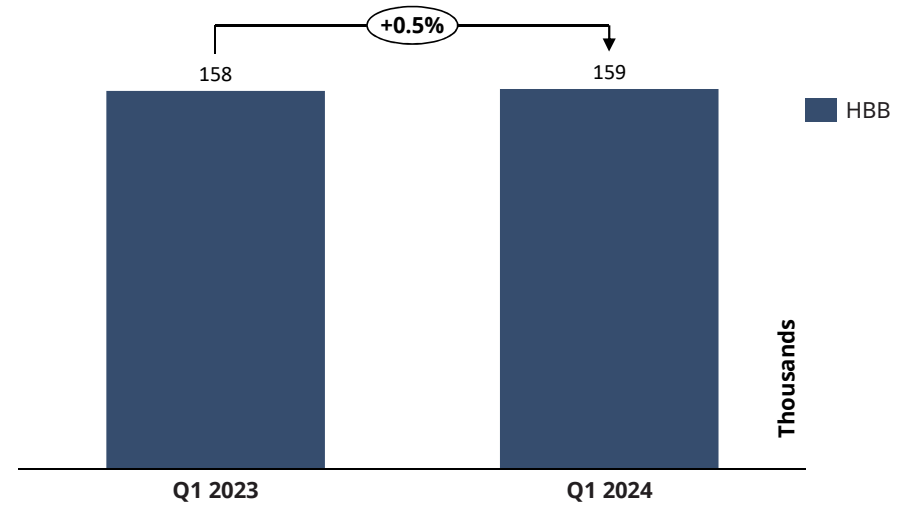
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Customer Base



* Postpaid Includes M2M and ICT

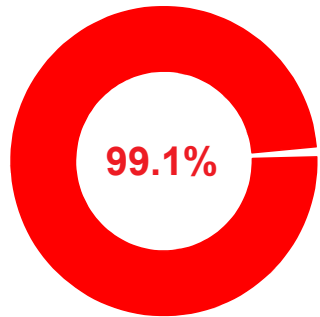
Ooredoo Oman Mobile Customers



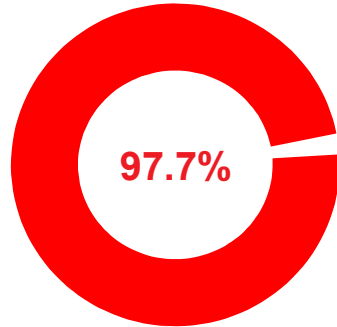
Ooredoo Oman HBB customers

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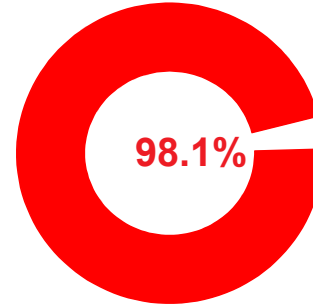
5G & Digitalization- Mobile



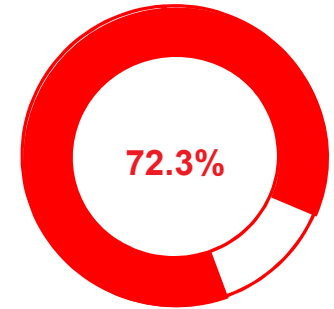
2G Population



3G Population



4G LTE Population

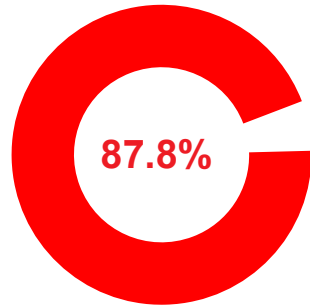


5G - Mobile

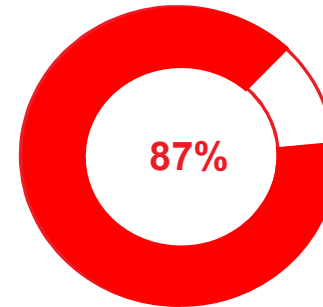
- Population 5G mobile coverage is around 72.3%.
- By end of Q1-2024, total 5G sites on air are 2007.
- Huawei, Samsung, Apple, Xiaomi, ViVO, OPPO & Oukitel 5G Certifications are completed.

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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.
- OO continues to work with OBB to expand FTTH service in the Sultanate.

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02 Awards

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Awards



Stevie ME Award for Excellence in Innovation in Technology Industries



Best CSR Initiative Oman 2024 at Global Business and Finance Magazine Awards



Stevie ME Award for Innovation in Business-to-Business Products' category



Ooredoo announced its compliance with the (PCI DSS) version 4.0 (v4.0)



Oman's Most Trusted Brand Award

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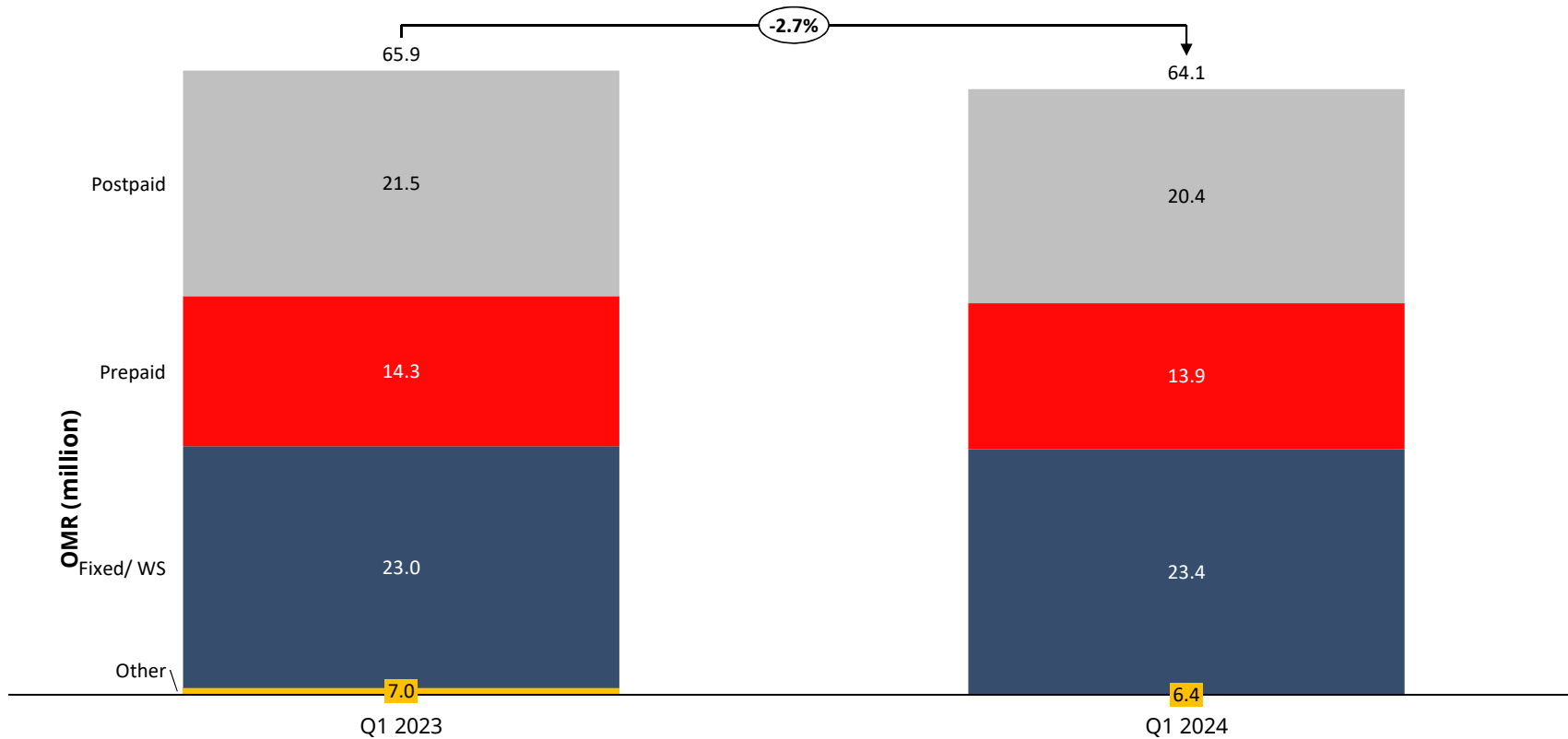


03 Financials

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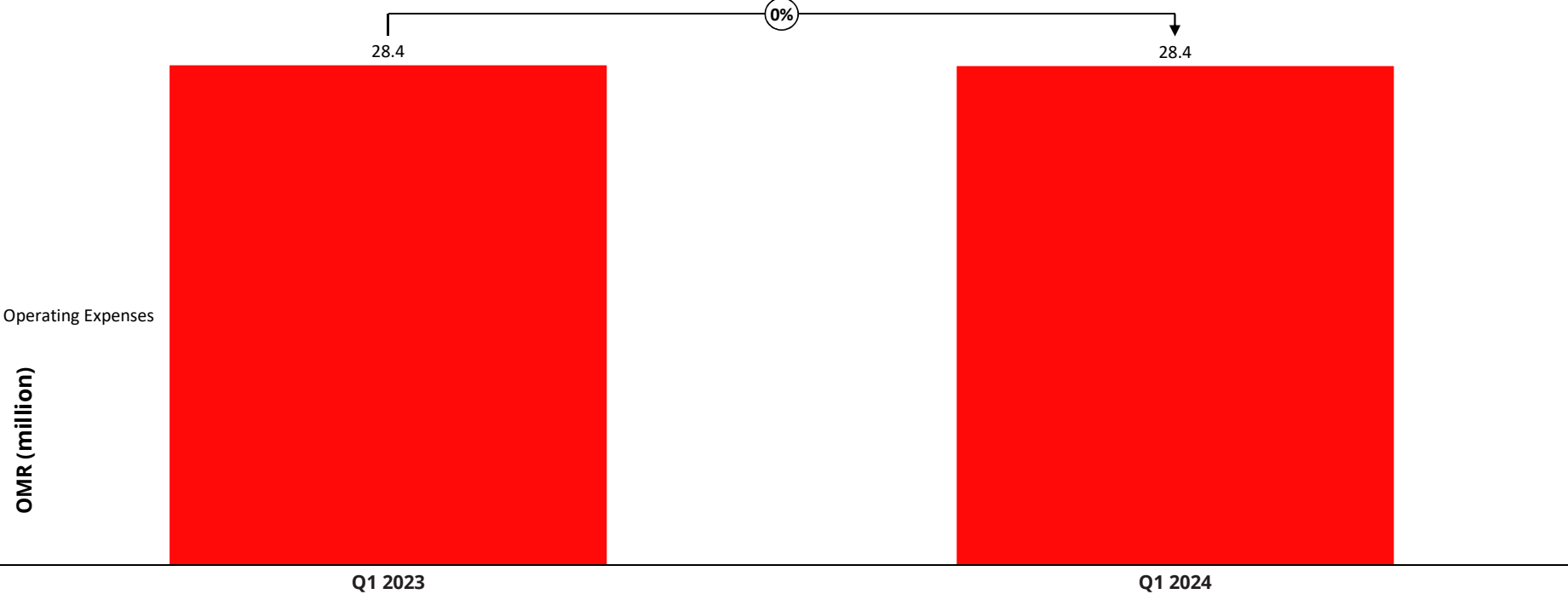
Revenue Q1 2024



- Q1.2024 revenue is impacted by lower mobile & ICT revenues. This is Partially offset by growth of Fixed and Wholesale revenues.

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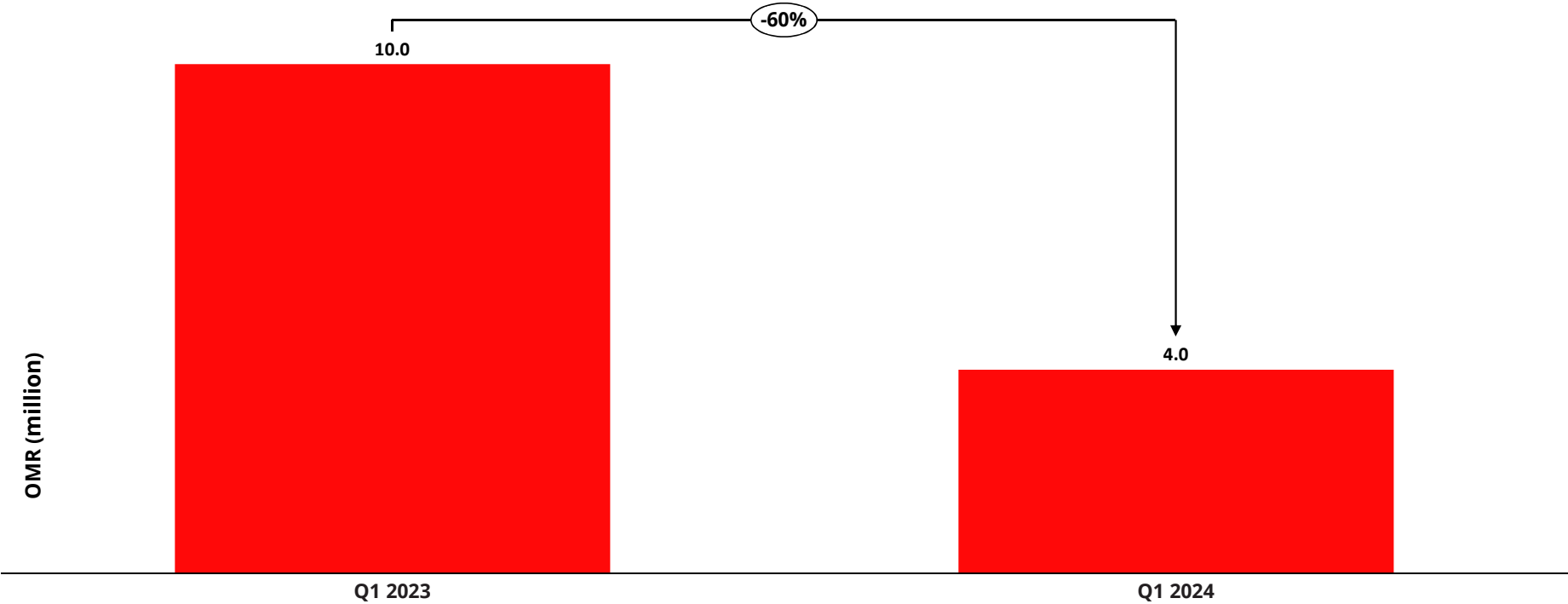
Network, interconnect and other operating expenses



- Network, Interconnect and other operating expenses are stable supported by number of optimization initiatives.

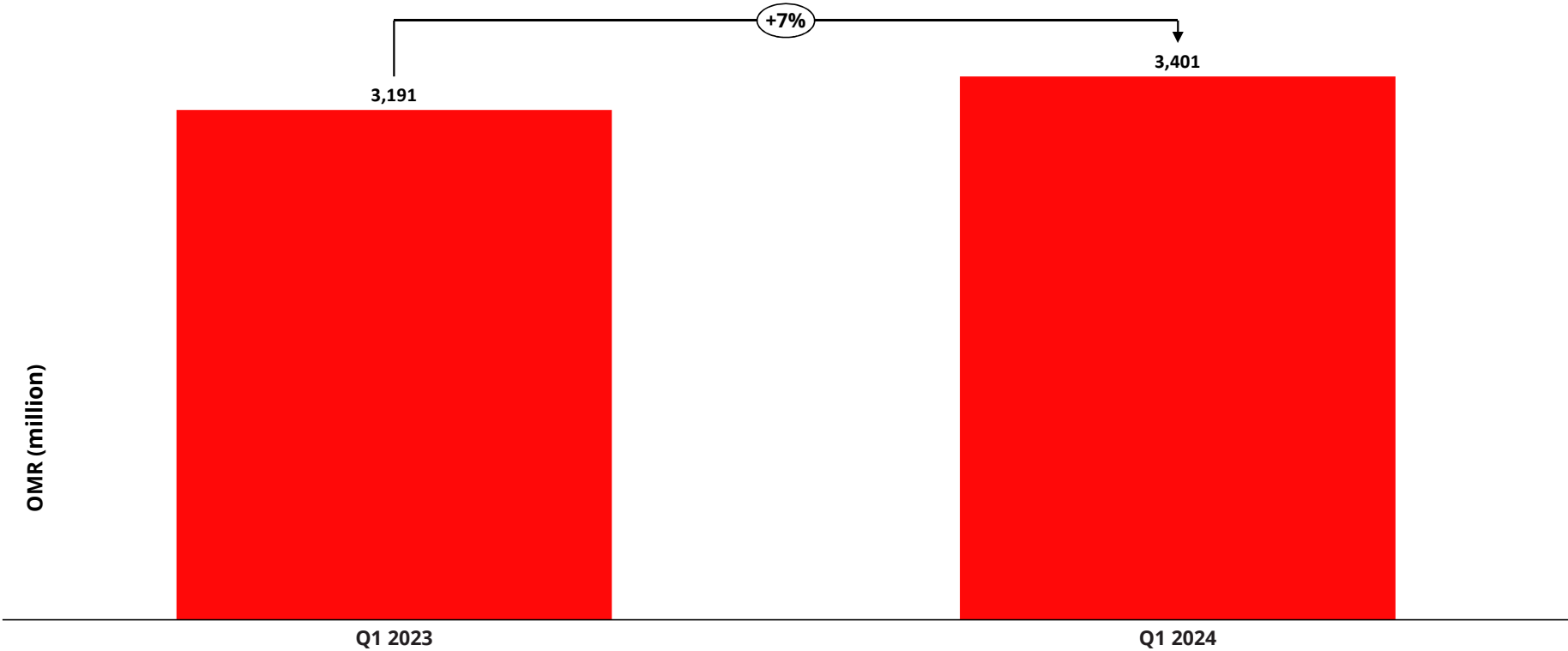
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Capital Expenditure (CAPEX)



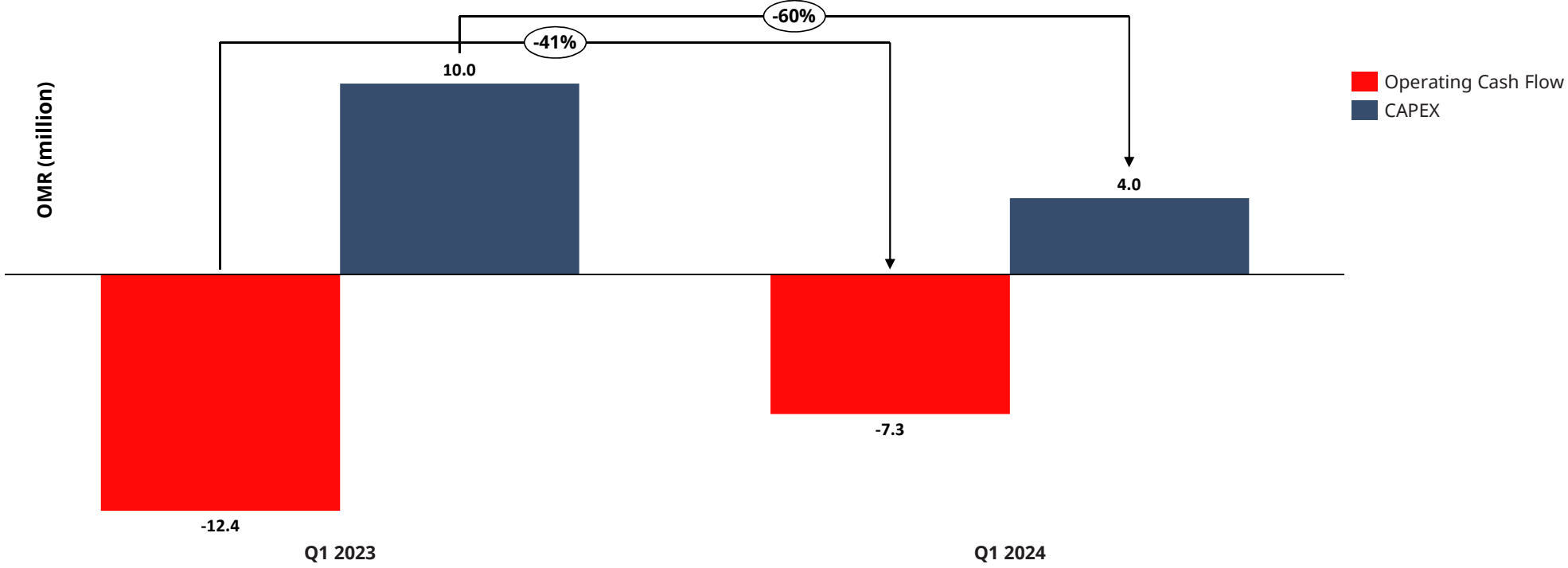
- CAPEX spend in Q1 2024 is lower as Q1-2023 includes spend related to DSS and Data Centres.

Profit before tax



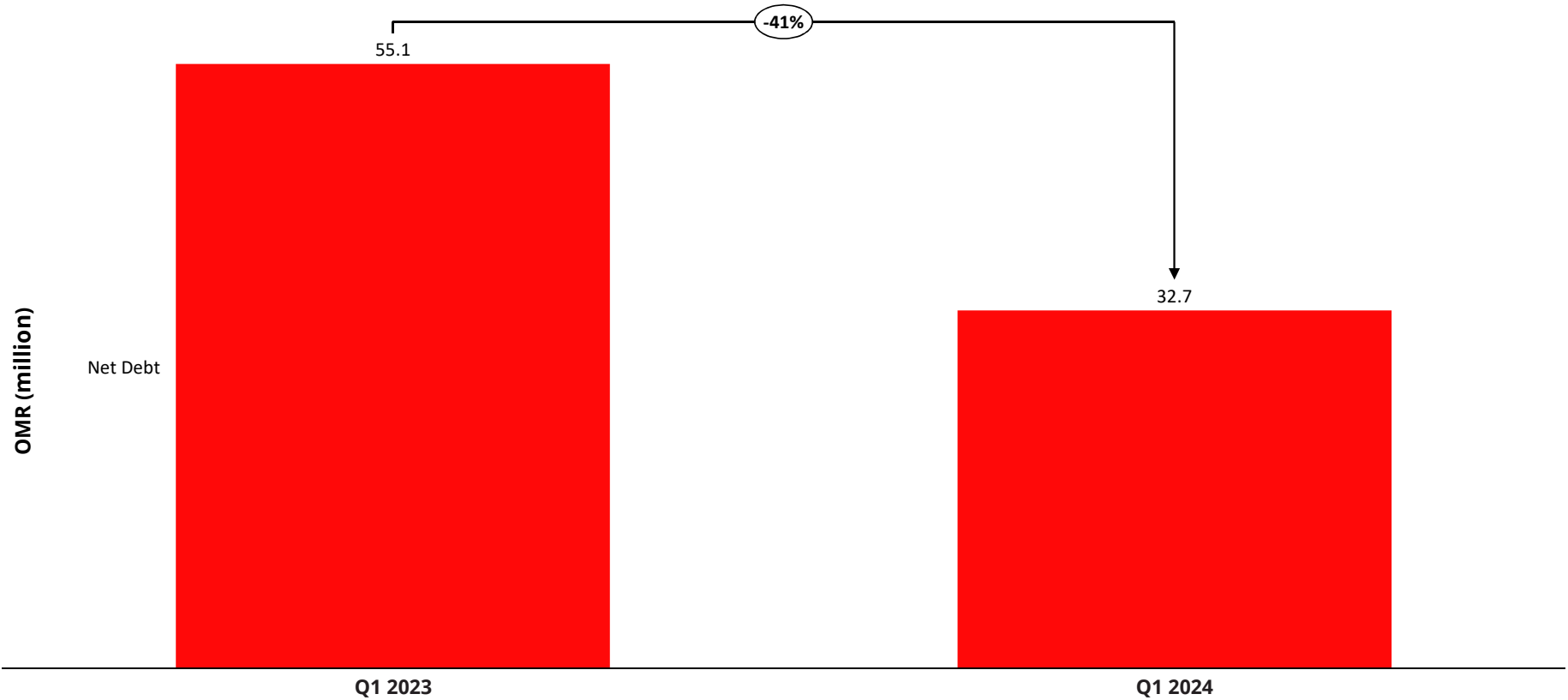
- Q1 2024 Profit before tax is higher than Q1 2023 driven by lower depreciation & amortization.

Net cash from operating activities



- Cash flow from operation is higher in Q1 2024 driven by better working capital management.

Net Debt as at the end of Q1 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.

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04 Summary

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Summary

▪ **Market**

- Highly competitive market, yet Ooredoo mobile base grew by around 2%.
- OO's mobile market share saw a 1.1% improvement in Q1'24 compared to Q1'23
- OO's fixed market share declined by 1.6 percentage points in Q1'24 compared to Q1'23; however, there is continuous month-over-month growth in OO's FTTH customer base

▪ **Commercial and operational**

- Ooredoo Oman remain committed to providing our customers with a differentiated and seamless omni-channel experience, which sets us apart.
- Ooredoo Oman remains committed to delivering exceptional value to customers and shareholders. Ooredoo 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.



Presented by:

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THANK YOU

