

MSX INVESTOR ROADSHOW

Ooredoo Oman

6th September 2022



FIFA WORLD CUP
Qatar 2022



ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR



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04 Pillars
12 National priorities
10 National Targets/ Indicators
07 Keys Focus Sectors next 5 years

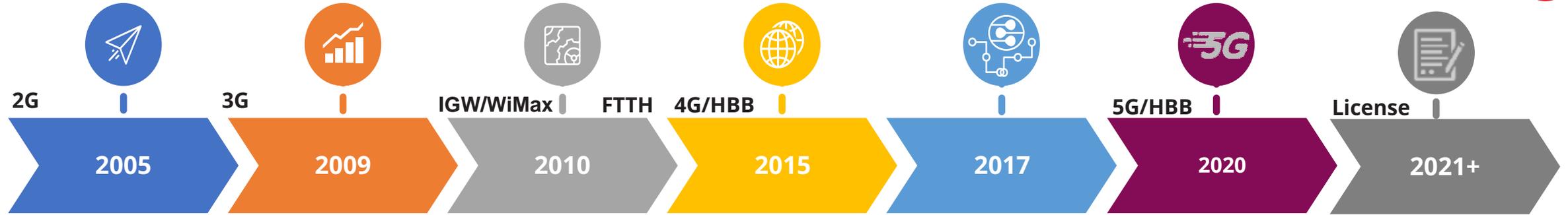


ICT Sector a key enabler and economic sector:

Cyber Security | Smart Cities | Health tech
IT Services | Education | Digital Entrepreneurship



Ooredoo Oman History



Single market segment

- Company Launch: mobile only, consumer prepaid focused
- Just under 300 employees and 15 base stations. 10 roaming partners

- Introduce first B2B mobile product & win fixed license
- More growth potential clearly beyond consumer
- Mobile data offering with 3G launch

Company Focus

- Became fully integrated telecom provider in Oman
- Successful IPO, now one of Oman's leading listed companies
- Responsibility towards shareholders and wider society grows

Multiple stakeholder

- Focus on growth areas of B2B and B2G
- Create a Corporate Governance Department
- Work with group to rebrand to Ooredoo

- MVNOs & sign with OBB
- Launch of Tahaddi Program in preparation for 3rd MNO

- Commercial launch of 5G Technology for Mobile & Fixed
- License for fixed & mobile telecom services has been renewed and extended for the next 15 years through a royal decree

- Signing the National Roaming Agreement with 3rd MNO (Vodafone)
- More than 2,600 mobile sites, over which more than 600 are 5G
- More focus on New Business and Technologies; Launch of D2C
- Lead on Digital Transformation



Ooredoo Oman Strategy & Vision



Vision >

Enriching people's digital lives

Strategic Pillars >



Go Regional



Be Digital



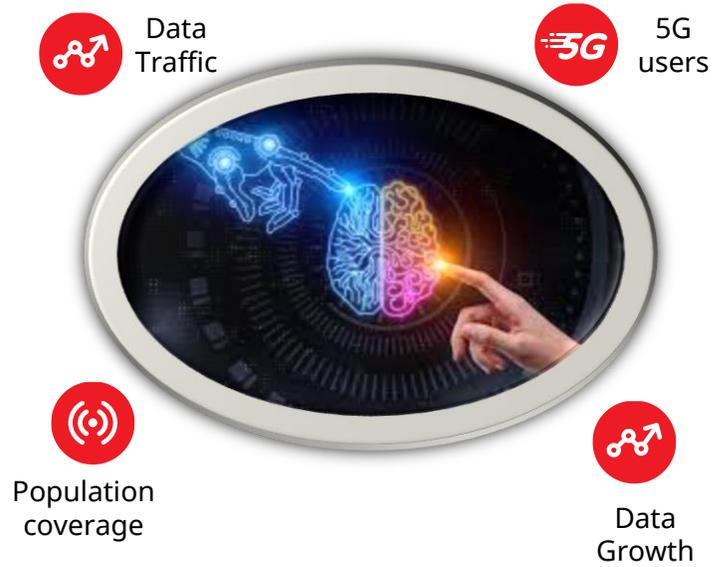
Performance Driven



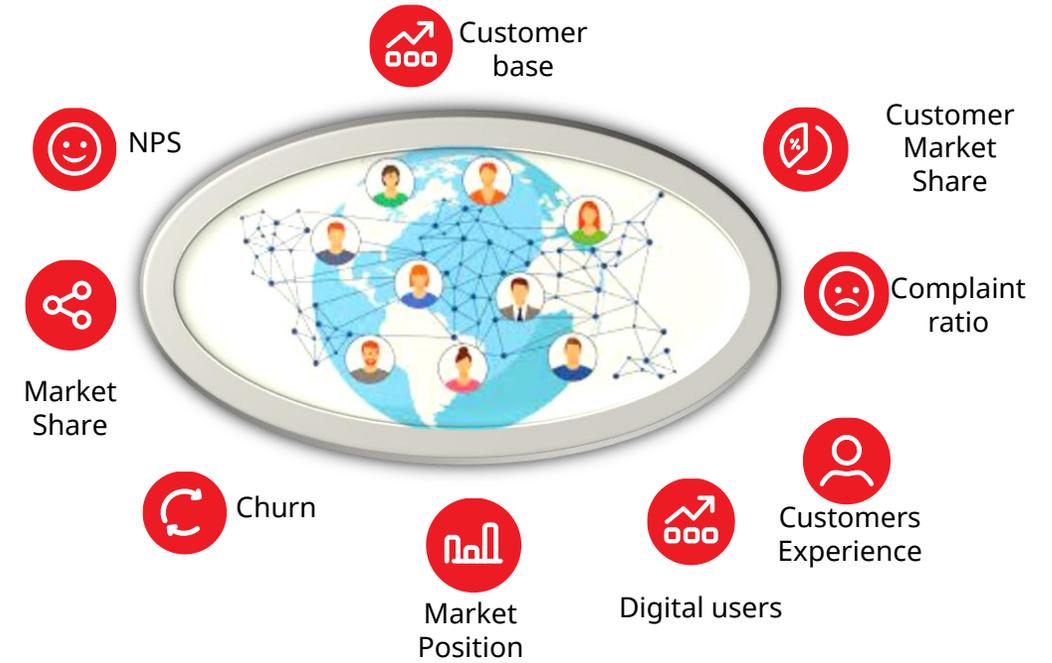
Grow New Business



TECHNOLOGY



MARKET





Growth

- Mobile
- Fixed
- ICT and Wholesale



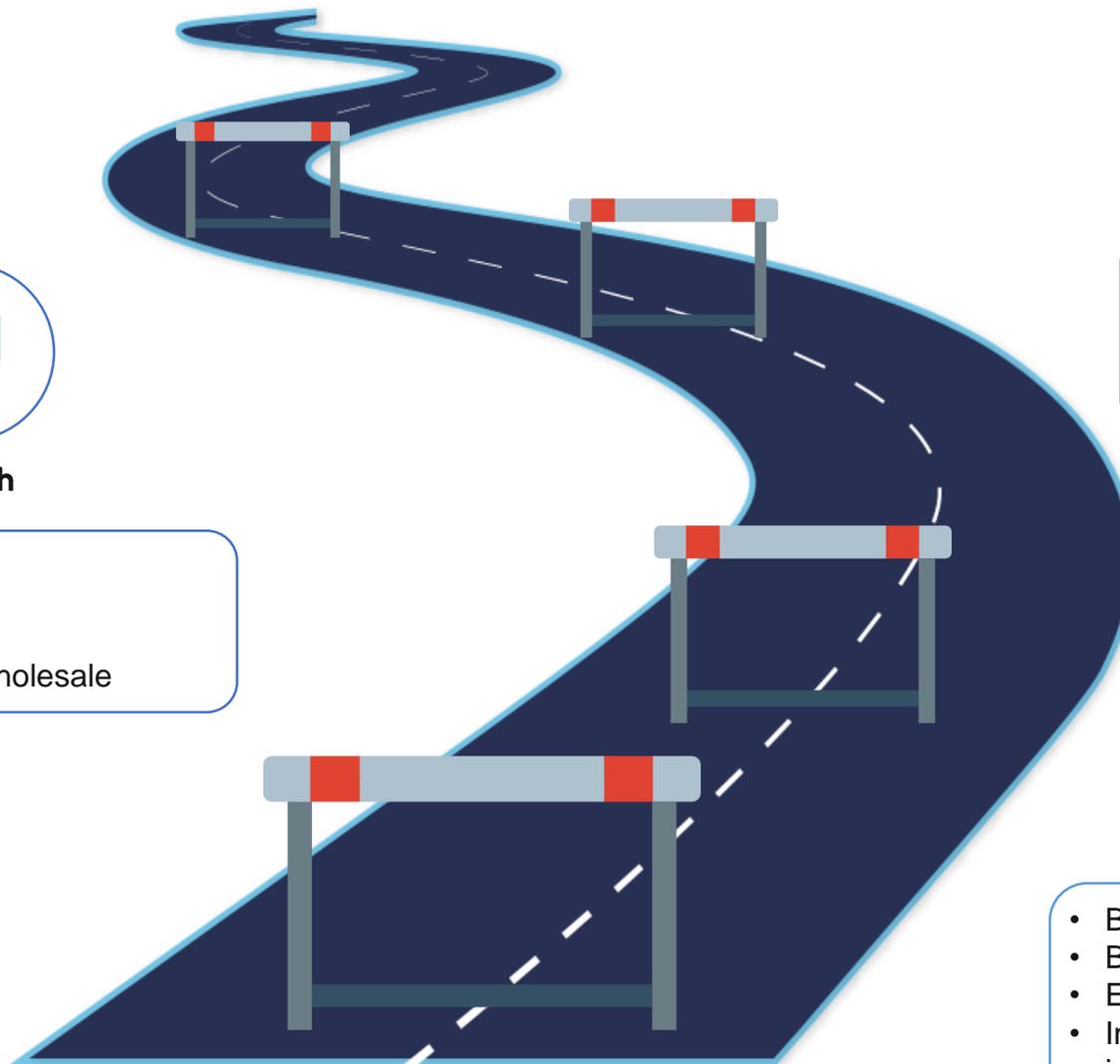
Customer Experience

- Distribution Revamp
- Retail Excellence
- Digitization and Analytics



People

- Build Capabilities
- Bring Talents
- Engagement and Team Spirit
- Implement Employee excellence initiatives



Ooredoo Oman key financial highlight recent quarter Q2 2022



Positive financial performance driven by operational momentum



Revenue for Q2 2022 reached **OMR 129.1 mn**, an increase of 2.1% compared to the same period last year.

Mainly driven by growth in wholesale revenue and higher device sales



EBITDA for Q2 2022 was **OMR 68.7 mn** an increase by 5.2% compared with last year.



Stable distribution of dividend since listed in the market



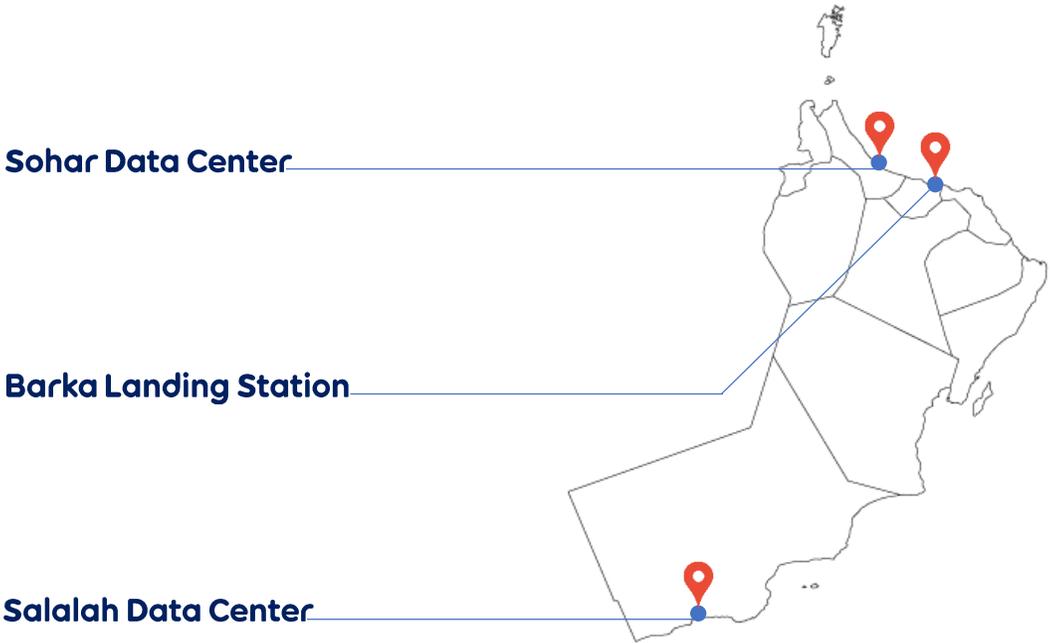
Net Profit for Q2 2022 increased by 21.3% compared with same period last year.

This increase in NP driven by higher EBITDA



Mobile postpaid base grew by 32.1%

Our New Data Centers



Our data centers represents a major breakthrough in hosting and data processing, and has set the foundations for the development of transformative technologies such as 5G, cloud services, IoT, and other high-potential, high-growth areas

1



2



3





Data2cloud (d2c)

Ooredoo Oman owned 71% in data2cloud (d2c) which is a leading cloud provider offering various range of cloud services since 2017. D2C is a team of managed service experts providing multiple ICT services like clouds, colocation, backup, security and other services.

The aim of d2c is to enable governments and large enterprises through smarter solutions to increase their profitability, productivity and protection.





data2cloud Services

your one stop shop



Colocation

Secure your servers in 24/7 monitored facility



Virtual Machines

Flexibility and fast growth with lowest costs



Backup & DR

DR services for business continuity



Security

Secure all your infrastructure in cloud and on prem



Email & UC

One shared platform for the group



Call Center

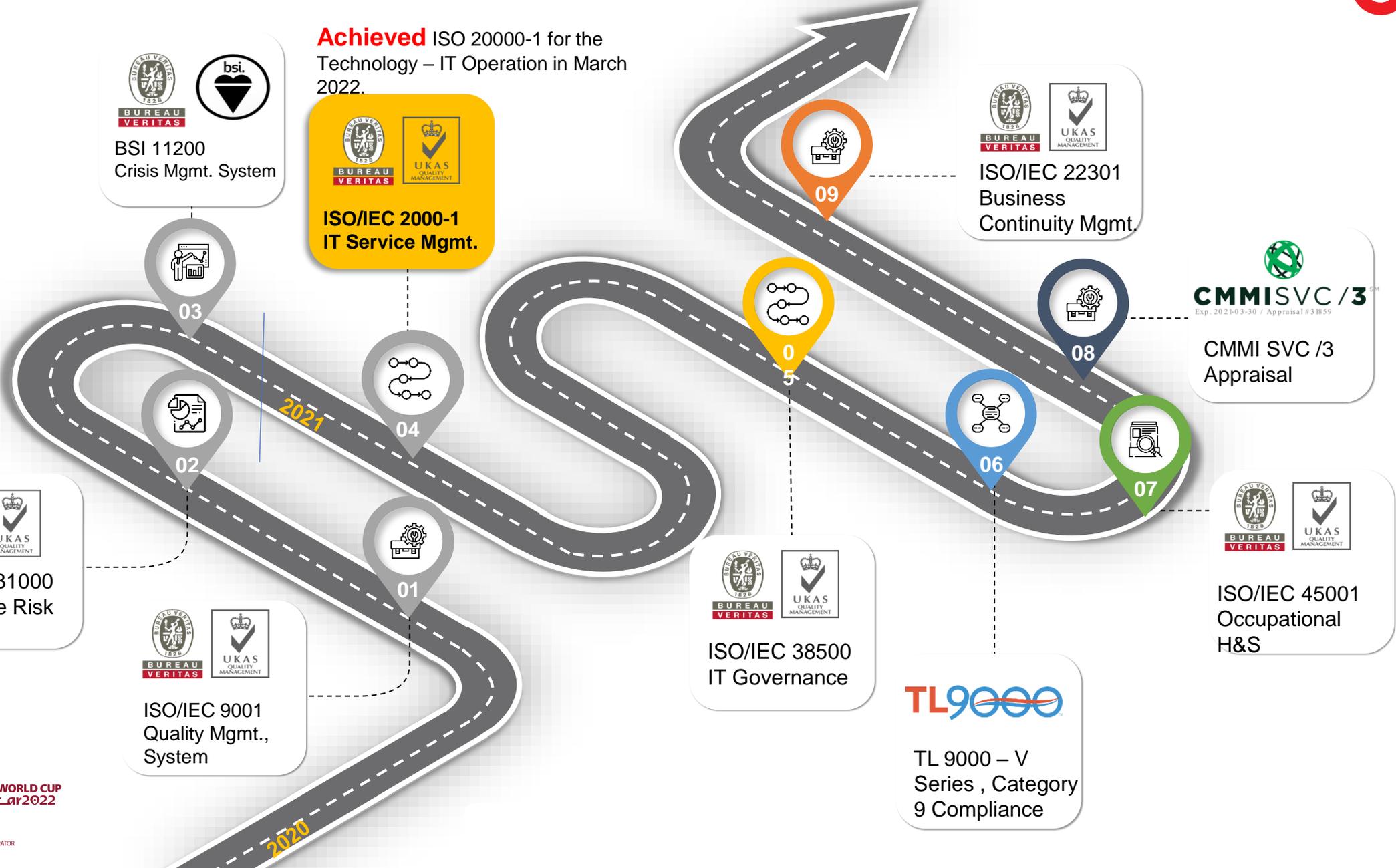
Call center solution with analysis



IoT

Achieve efficiency and productivity

Best Practices Compliance





Reporting and Compliance

1. Environmental Social Governance (ESG) Reporting

- **Environmental:**
CO2 emissions, energy intensity
- **Social:**
Digital divide (Network coverage, number of towers, remote area coverage)
- **Governance:**
Females on board and in management, independent directors

For two consecutive years Ooredoo Oman reported an ESG as part of Ooredoo group requirements.

2. Internal Control Over Financial Reporting (ICOFR)

Ooredoo Oman conducting ICOFR testing for the last two years in order to assess financial statement risk and provide reasonable assurance that a company prepares reliable financial statements.

Thank You

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مشغل الاتصالات الرسمي في الشرق الأوسط وأفريقيا

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