

Ooredoo Group

Capital Markets Day 2016

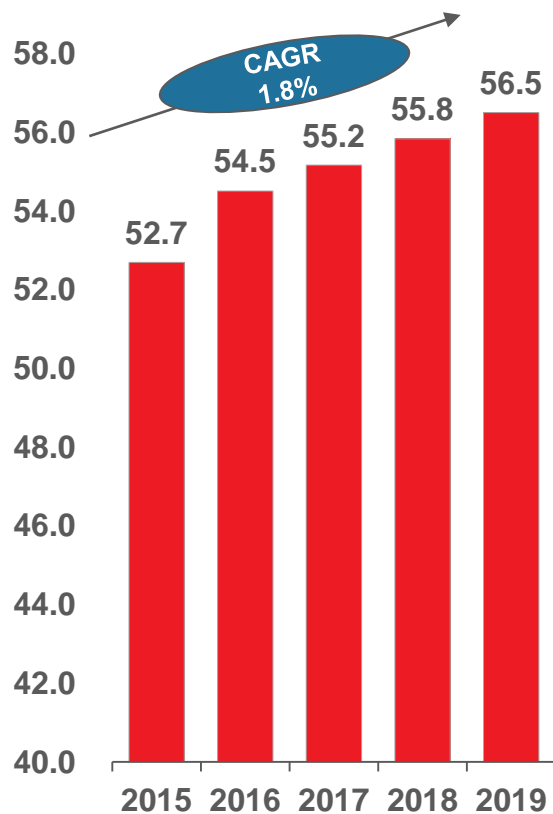
Ooredoo Myanmar update - Rene
Meza, Ooredoo Myanmar CEO

26 Sept 2016
Doha, Qatar

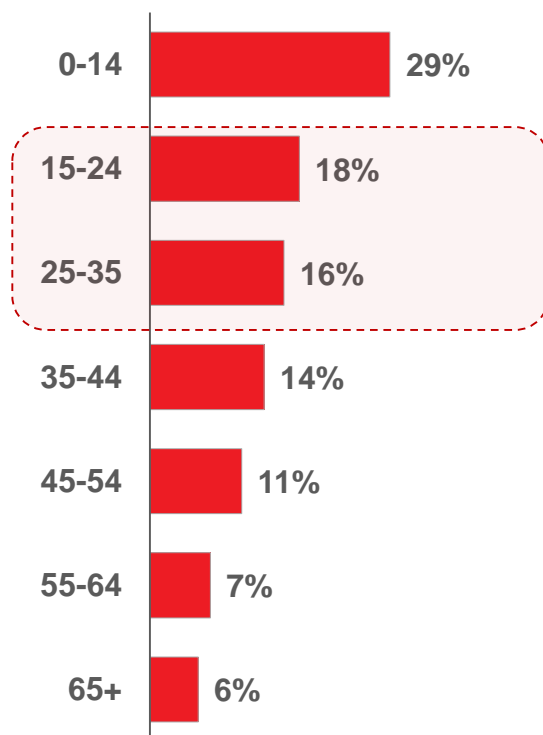


Myanmar: Young population growing at ~2%; poverty to decrease with economic growth

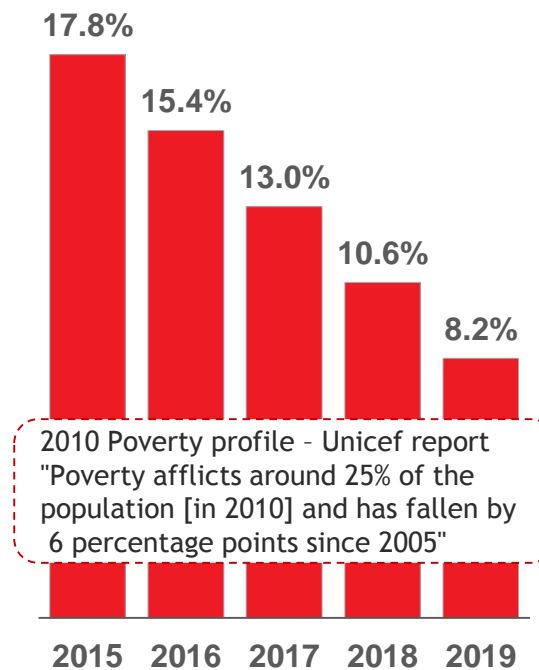
Population forecast
(Million)



Population by age groups
(%)



Population below poverty line (%)



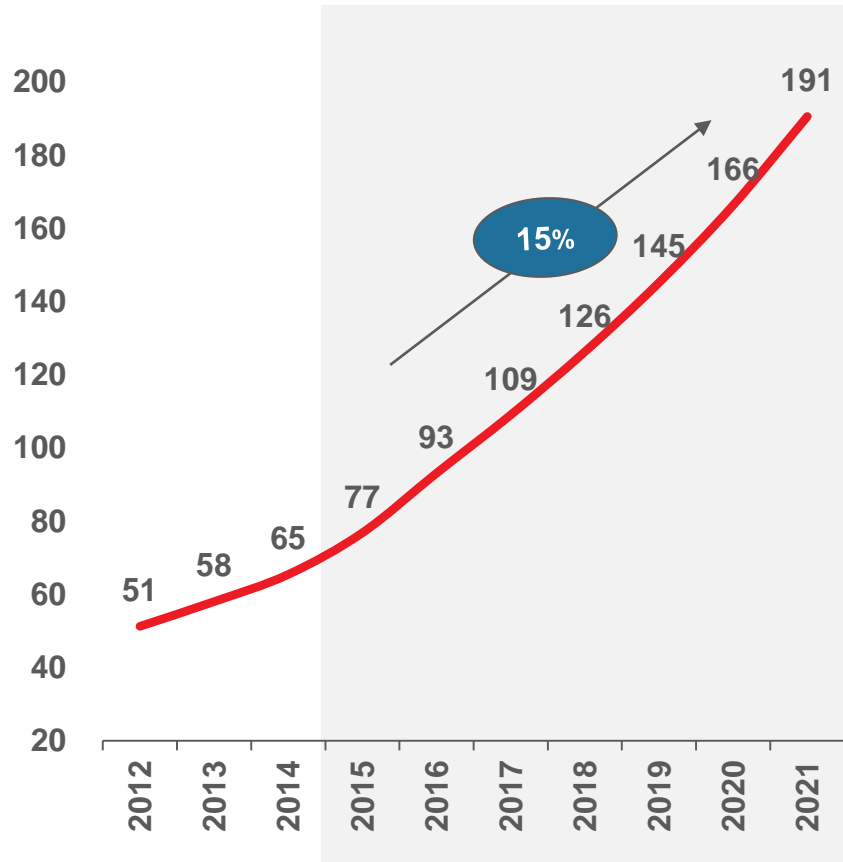
Source: Myanmar statistics bureau, World Bank



Sound economic growth projected for next few years; inflationary pressures expected to ease

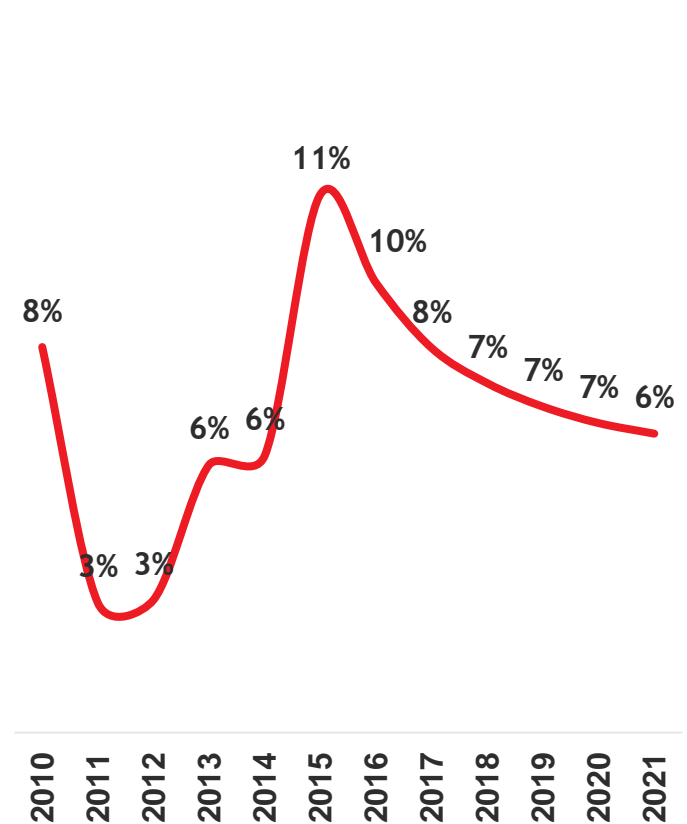
Myanmar Nominal GDP

(MMK tr, current prices)



Inflation

(%)



Source: IMF, GSMA, IMF



Network now covering ~80% of the population, nearing the end of our major network rollout



August 2014



August 2016



December 2016



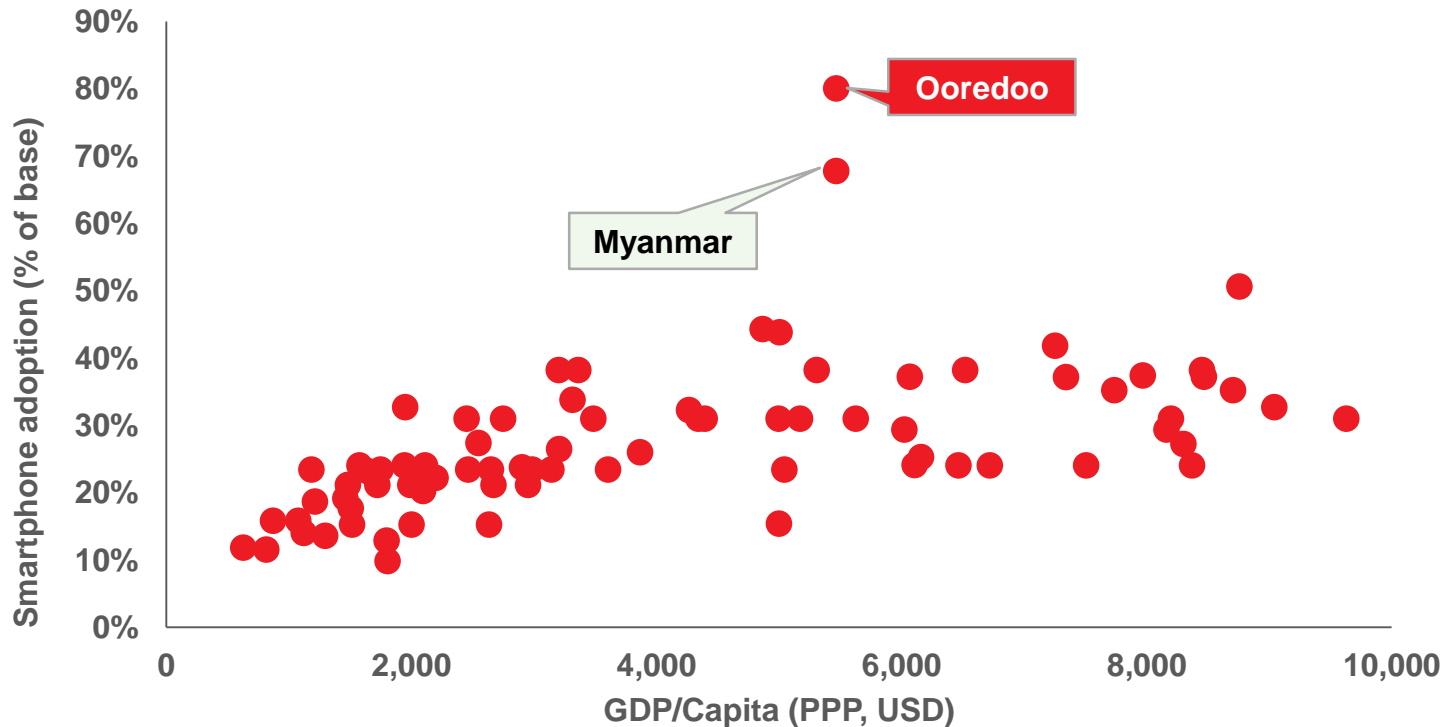
We have a robust fiber network to support data



Ooredoo and Myanmar hare industry-leading in smartphone adoption

Smartphone adoption benchmark – 1Q16

(every dot represents a country)



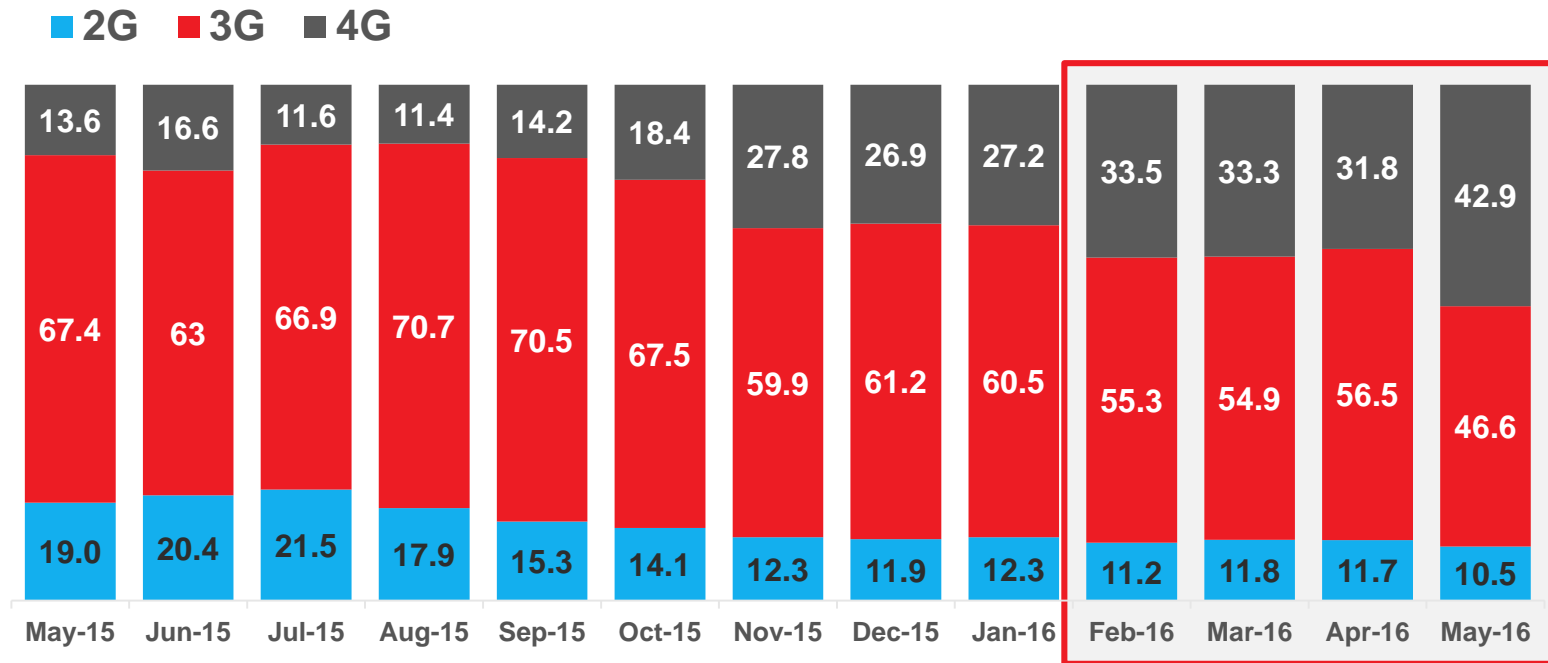
~90% of the total handsets sold in top 3 regions (YGN, NPT, MDY) are smartphones

Source: IMF, GSMA, IMF, Delta Partners analysis, GFK study



4G LTE devices penetration increasing

% of Handsets sold by Technology, Top 3 regions



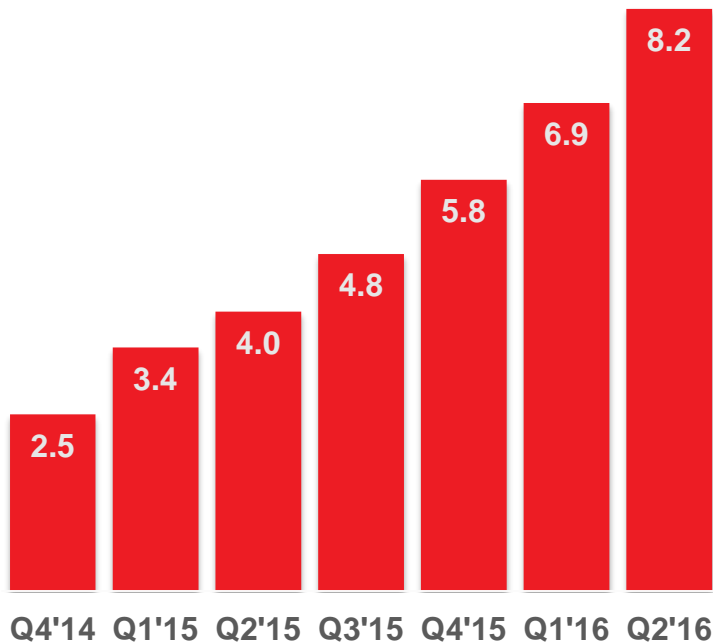
~43% of the total handsets sold in top 3 regions (YGN, NPT, MDY) are 4G LTE phones

Source: GFK study



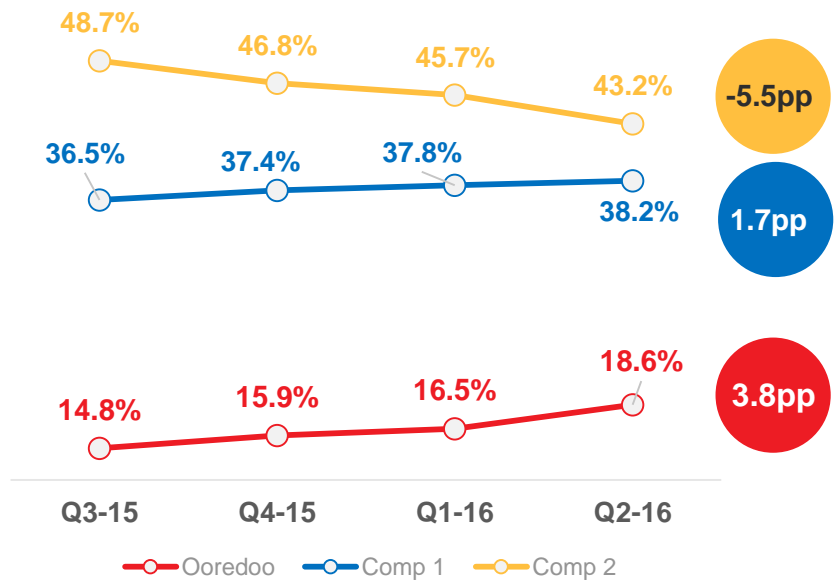
Ooredoo Myanmar has been the fastest growing operator in the last few quarters

Ooredoo Myanmar Customer Base (m)



3x Customer base growth since Q4'14

Customer Market Shares by Operator in Myanmar



Outperforming all competitors in customer market share growth

Source: OML internal data and quarterly results published by competition



Robust trade marketing and brand visibility across Myanmar



We were first to launch 4G LTE, which helped us further strengthen our data leadership position

Myanmar's fastest network
Ooredoo 4G PLUS

4G Launches in
Yangon,
Mandalay,
Naypyitaw
and many more



Every campaign talks about “connect to the better future”

Connect to the better future



Fast Ooredoo Network

Ooredoo Widest and Fastest Network will keep you connected wherever you are



Ooredoo 4G Plus

Connect to the better future on the Fastest Network in Myanmar



Corporate Social Responsibility

The fastest mobile signal changes lives in Myanmar, through access to health and education



Connecting with people of Myanmar by providing access to better health & education services

Connecting Myanmar to the better future with the help of our partners

Ooredoo is more than connecting to the fastest network. We partnered with Red Cross to provide sustainable clean drinking water where access is limited.




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Connecting Myanmar to the better future with the help of our partners

Ooredoo is more than connecting to the fastest network. With PACT, running FREE mobile clinics, to connect people to better medical care in the most remote villages in Myanmar.



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Connecting Myanmar to the better future with the help of our partners

Ooredoo is more than connecting to the fastest network. We supported 3.1 million US dollar to one of the UN organizations - UNOPS - to build a network of primary health care facilities and make sure there is always help nearby when you need it.



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Looking forward...

Challenges

- ARPU erosion as penetration increasing in the rural areas of Myanmar
- 4th player Viettel expected to launch anytime between now and Q1 next year
- Local currency devaluation

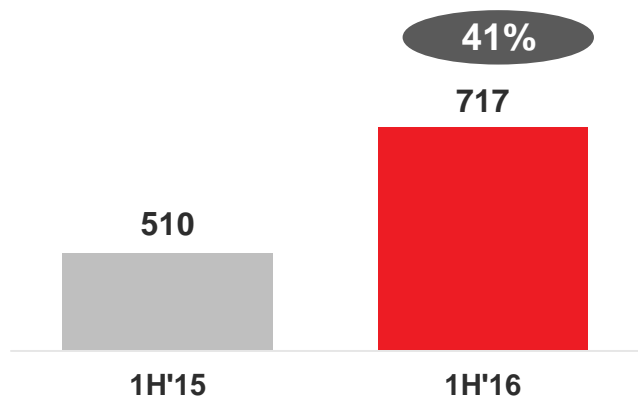
Ambitions

- Continue building scale and outpace market growth
- Our data leadership position in the market to continue
- Focus on cost optimization which will further improve financial performance



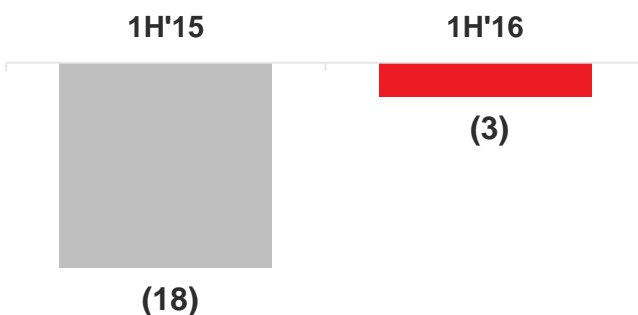
Ooredoo Myanmar H1'16 – Financial highlights

Revenue (QAR m)



- Ooredoo Myanmar first 4G service provider in Myanmar (Launch in May 2016)
- Continued its revenue growth performance with EBITDA positively impacted by increasing scale of operations
- Customer base more than doubled YoY exceeding 8 million, best quarterly additions since launch
- Increasing data usage by promotions (Facebook offer/ double internet) and providing affordable 3G handsets

EBITDA



Thank you

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