# Oman Telecommunications Co (S.A.O.G) Board of Directors' Report First Quarter Results 2025

### Respected Shareholders,

We are pleased to present to you a summary of the results of the operations for the 3 months' period ending 31<sup>st</sup> March 2025.

## **Operating performance:**

**REVENUE:** Group Revenue for the three months ended March 2025 has reached RO 803.6 Mn compared to RO 728.1 Mn for the corresponding period 2024, an increase of 10.4%. The Group revenue includes Zain Group, which contributed revenues of RO 667.6 Mn.

Group's revenue increased across all operations, with year-over-year growth recorded in Sudan (112%), followed by Iraq (13%), Bahrain (8%), Oman (7.4%), Jordan (7%), and Saudi Arabia (6%).

**EXPENSES:** Group's total expenses (including depreciation) increased to RO 694.2 Mn compared to RO 641.2 Mn for the corresponding period 2024, an increase of 8%.

**NET PROFIT:** The Group Net Profit after tax has increased to RO 64.9 Mn compared to RO 40.6 Mn in 2024, an increase of 60%. The increase is primarily due to positive EBITDA performance and higher investment income from Zain group.

Net profit Attributable to Shareholders of the Company for the period stands at RO 15.7 Mn compared to RO 12.9 Mn in 2024, an increase of 21.7%.

**Earnings per Share (EPS)** Attributable to Shareholders of the Company for the three months ending 31<sup>st</sup> March 2025 RO 0.021 compared to RO 0.017 for the corresponding period of 2024.

### **Omantel Domestic operations (Domestic performance)**

**Revenues** reached RO 164.1 Mn in the three months ended March 2025 compared to RO 152.7 Mn for the corresponding period 2024, an increase of 7.5%.

The revenue increase of RO 11.4 million (YoY) is primarily driven by growth in telco revenues of RO 6.6 million which is is underpinned by robust performance across various segments. Fixed revenue increased by RO 2.6 million, Device revenue increased by RO 2.5 million, and Wholesale revenue increased by RO 1.5 million. Additionally, there is RO 3.2 million increase from Internet of things (IOT) solutions.

**Net Profit** for the three months ending March 2025 stands at RO 33.4 Mn compared to RO 36.2 Mn in the previous period. The decline was on account of a decline in EBITDA, a reduction in investment income and an increase in depreciation.

**SUBSCRIBER BASE:** The total domestic mobile subscriber base as of 31st March 2025 was 3.8 Mn (including Mobile Resellers) compared to 3.1 Mn of the corresponding period due to the growth in postpaid mobile connections, mainly M2M sims.

**Domestic Subscriber Market Share:** Omantel's Mobile market share as of March 2025 (excluding *Mobile Resellers*) is 39.8%. The fixed broadband market share as of March 2025 is 54.4%.

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### **Subsidiary Companies:**

## **Mobile Telecommunication Company (Zain):**

Zain Group revenues for the three months ending March 2025 reached RO 667.6 Mn compared to RO 581.7 Mn of the corresponding period of the previous year, an increase of 14.8% over the last year. EBITDA stands at RO 212.2 Mn, compared to the corresponding period EBITDA of RO 184.2 Mn recording an increase of 15.2%. Net profit Attributable to Shareholders of the Company stands at RO 56.8 Mn representing net income growth of 63%. Net profit increase YoY is on account of positive EBITDA performance, coupled with an increase in Investment income.

One of the key developments worth highlighting is the strategic partnership between Omantel and Airgain, Inc., a leader in wireless connectivity and antenna technologies. Which was revealed at MWC Barcelona. This partnership reaffirms our commitment to driving digital transformation, fostering innovation, and advancing global connectivity.

#### Thanks, and Appreciation.

We take this opportunity to express our heartfelt gratitude to our shareholders and loyal customers for their continued support, which enabled us to achieve these excellent results. We also wholeheartedly appreciate the sincere contribution of executive management and employees to the company's performance. With your support, we are confident that Omantel will continue its good performance and will be able to reach new heights of excellence.

On behalf of the Board of Directors and the staff, we are honored to express our sincere gratitude to His Majesty Sultan Haitham bin Tariq for his visionary leadership. We pray to Almighty Allah to grant him long life, health, and welfare so that Oman and its people can achieve more progress, prosperity, and welfare.

#### **Chairman of the Board of Directors**