



## PRESS RELEASE

For immediate release

Saturday, 31<sup>st</sup> October 2020

### Announcement of Q3 2020 Results of Ooredoo Maldives

Male', Maldives, 31 October 2020: Ooredoo Maldives (Ticker: OMPL) today announced its financial results for the nine months ended 30<sup>th</sup> September 2020.

Financial Highlights:

	Q3 Quarterly Analysis			Nine Months Analysis		
	Q3 2020	Q3 2019	% Change	9M 2020	9M 2019	% Change
Consolidated Revenue (MVR million)	368	488	-24.6%	1321	1487	-11.2%
EBITDA (MVR million)	173	259	-33.2%	658	811	-18.8%
EBITDA Margin (%)	47.1%	53.1%	-6.0%	49.8%	54.5%	-4.7%
Net Profit Attributable to Ooredoo Shareholders (MVR million)	63	130	-51.7%	302	423	-28.4%
Customers in thousand (consolidated)	354	452	-21.7%	354	452	-21.7%

#### Financial highlights:

- Ooredoo Maldives closed the quarter with a Gross Revenue (GR) of MVR 368 million which is a 10.2% decrease compared to the previous quarter.
- Due to the global Covid-19 pandemic, the tourism industry continues to be deeply affected, impacting tourism related revenues and the overall revenue of the Company.
- The Company achieved a Net Profit of MVR 62.1 million during the quarter with a Profit Margin of 17%.

#### Operational highlights:

- Established Digital Centres in L. Gan and Addu City which provides 24/7 access for bill payments, recharge and m-Faisaa cash-in services.
- Launched 24/7 self-service Digital Kiosk at Velana International Airport for tourists, enabling contactless registrations, payments and instant dispatching of tourist SIMs.

- Ooredoo Maldives partnered with oDoc, Sri Lanka's leading telemedicine platform, to enhance the digital experience of online consultation. Through the oDoc platform, our customers are provided with the opportunity to connect with doctors for online consultations and care that is universally accessible and affordable. Additionally, customers are able to use telehealth services by paying conveniently through their mobile credit.
- Launched SuperNet services in 4 islands; L. Maamendhoo, ADh. Omadhoo, Lh. Naifaru, and N. Manadhoo, increasing fixed broadband service footprint to a total of 25 inhabited islands.
- Ooredoo Maldives launched Atholhu Dhuvun - a first of its kind virtual run across all twenty atolls of the Maldives. This run aim to promote togetherness through sports during a time where we are forced to be physically distant from our loved ones. The event was successfully held during the month of August with over 5,000 participants from across the Maldives and beyond.
- Ooredoo Maldives marked its 15<sup>th</sup> year Anniversary on 1<sup>st</sup> August 2020. On this special occasion we launched several promotional offers throughout the month of August, including up to 50% bonus data for Prepaid customers, 20% extra data on all monthly Postpaid data packs, 15% bonus data on all recharges for new "Faseyha" MiFi connections, and 15% discount on IDD rates to all SAARC member countries.

### **COVID-19 Initiatives and Highlights**

- Provided easy access to educational tools, such as Google Classroom, Microsoft Teams, Moodle, Zoom etc. for online classes, in partnership with the Ministry of Education. Additionally, offered free data allowances for our customers, as validated by the Ministry of Education.
- Created digital classroom setup for Maldivian Red Crescent, to provide virtual psychosocial trainings to regional branches.
- Spread of awareness messages and shared health alerts regarding Covid-19, through our social media channels, SMS, billboards and the ring-back tone.
- Provided free internet support for Government institutions and other stakeholders who are part of the national emergency response for COVID-19 in the Maldives.
- Offered free Postpaid Connections to the National Disaster Management Center for contact tracing and surveying purposes.
- Provided free Data offer for the staff and other persons at Quarantine facilities.
- Ooredoo Maldives together with the Ministry of Tourism, Maldives Marketing and Public Relations Corporation (MMPRC) and Orca Media Group launched a destination marketing campaign "Visit Maldives Now" as an effort to contribute towards the countrywide efforts in restoring the tourism industry of the Maldives, aiming to reach the Ooredoo Group's international network of over 117 million people across 10 countries.

### **Commenting on the results, Mr. Najib Khan, Managing Director and Chief Executive Officer, said:**

"During the third quarter of 2020, we achieved a Gross Revenue of MVR 368 million, and a Net Profit of MVR 62.1 million with a Profit Margin of 17%.

While the world is facing unprecedented challenges due to the ongoing global pandemic, our priority has remained to assist our communities to overcome the impact of the pandemic and connect them to new opportunities for socioeconomic development. We continued our CSR offerings to customers, emergency response teams, Government institutions and the community at large, through both digital technologies and services.

In Q3 2020, we continued to introduce new digital offerings that enabled a safer and more convenient lifestyle for customer. Key launches during the quarter included the establishment of Digital Centres in L. Gan, Addu City and Velana International Airport that allowed our customers to seek our services with zero human contact.

We partnered with oDoc telemedicine platform, opening up the opportunity for quality and affordable medical consultations online, which has received a warm response especially from islands where access to healthcare is difficult.

We are always committed in utilizing our strength and resources for the benefit of the communities within which we operate, while continuing our contribution towards the countrywide efforts in easing the impact of the global pandemic on the Maldivian economy and the community. The destination marketing campaign “Visit Maldives Now” in partnership with the Ministry of Tourism, MMPRC and Orca Media Group is an effort to restore the tourism industry of the Maldives and livelihood of the Maldivians.

We will continue to work with the Government of Maldives and other stakeholders to support the nationwide efforts in preventing the spread of Covid-19 and continue our efforts towards establishing a Digital Maldives and bringing new technologies to the Maldivian market.”

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**About Ooredoo Maldives**

Ooredoo Maldives provides an innovative range of voice, data, broadband, content and enterprise services tailored to the growing needs of today’s consumers and businesses. Guided by its vision of enriching people’s lives and its belief that it can stimulate human growth by leveraging communications to help people achieve their full potential, Ooredoo has transformed the digital lives of communities across the Maldives.

Ooredoo Maldives generated revenues of MVR 2,038 million and a Profit after Tax of MVR 599 million as of 31<sup>st</sup> December 2019. Its shares are listed on the Maldives Stock Exchange.

Website: [www.ooredoo.mv](http://www.ooredoo.mv) | LinkedIn: <https://www.linkedin.com/company/ooredoomaldives/> | Twitter: [www.twitter.com/ooredoomaldives](https://www.twitter.com/ooredoomaldives) | Facebook: [www.facebook.com/ooredoomaldives](https://www.facebook.com/ooredoomaldives) | Instagram: [www.instagram.com/ooredoomaldives](https://www.instagram.com/ooredoomaldives) | YouTube: [www.youtube.com/ooredoomaldives](https://www.youtube.com/ooredoomaldives)

**About Ooredoo**

Ooredoo is an international communications company operating across the Middle East, North Africa and Southeast Asia. Serving consumers and businesses in 10 countries, Ooredoo delivers the leading data experience through a broad range of content and services via its advanced, data-centric mobile and fixed networks.

Ooredoo generated revenues of QAR 30 billion as of 31<sup>st</sup> December 2019. Its shares are listed on the Qatar Stock Exchange and the Abu Dhabi Securities Exchange.

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