

OOREDOO MALDIVES PLC

SECOND QUARTER REPORT
APRIL - JUNE 2018



ooredoo



Highlights of the Quarter

Summary



Ooredoo Maldives continues to focus on implementing Company's digital strategy, making strategic investment and working towards Digital transformation with the aim to enrich lives. We are also aggressively pursuing the adoption of digital platforms across channels to enhance customer engagements and overall experience. In addition, Ooredoo Maldives focused on digitalization of various touchpoints across the customer journey with emphasis on Digital Sales, Digital care and Digital Operations.

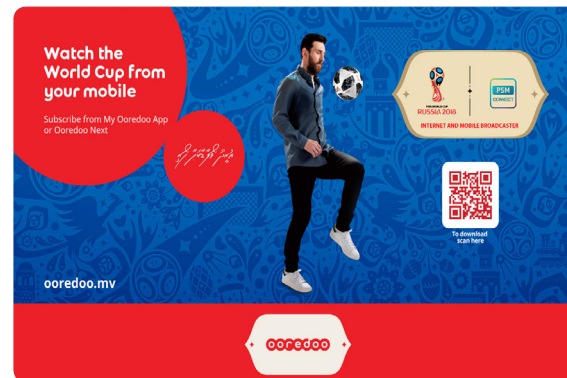
One of the key initiatives during the previous quarter includes the launch of a global campaign "Enjoy the Internet" with Messi which helped bring alive the power of our network and the variety of share-worthy, digital content available. Ooredoo Maldives also signed on as the Presenting Partner for the World Cup Coverage by Public Service Media (PSM), the official broadcaster in the Maldives for



the FIFA World Cup 2018. Football is a sport that is very closely linked to Maldivians and therefore, Ooredoo Maldives is immensely proud to be support the broadcasting of something which is close to every Maldivian's heart.

Ooredoo Maldives launched the ninth season of 'Mas Race', opening it up for participation for corporate and government institutions across the Maldives. We believe in the power of sports in enriching people's lives and bringing the community together.

During this Quarter, Ooredoo Maldives held its 2018 Annual General Meeting ("AGM") for its Shareholders at Hotel Jen, Ameeru Ahmed Magu, Male', Republic of Maldives, with a good participation by Shareholders.



Financial Highlights

Ooredoo Maldives Plc continued its strong performance during the year by achieving Gross Revenue (GR) of MVR 491 million. Q2 2018 revenue grew by 11% compared to the same quarter in 2017. The Company achieved a Net Profit of MVR 125 million for the quarter. Compared to Q1 2018, revenue was marginally subdued due to lower roaming revenue as a result of seasonal drop in tourism.

During the quarter, Ooredoo Maldives paid out a dividend of MVR 428 million to shareholders following the announcement of financial results for the year 2017.



Commercial Highlights



Mobile Services



Weekly Lucky draw promotion was launched for Postpaid customers for Ramadan with exciting prizes each week.



Launched Varah Thafaathu Campaign to offer the best packages in the market with exciting and life enriching benefits for customers who are enjoying its highly popular postpaid portfolio.

Supernet & Home Broadband

Ooredoo Maldives launched Fixed Broadband services in 2 new islands Gaaf Alif. Villingli and Baa. Eydhafushi, where customers could enjoy a 30% discount on monthly fees.



Digital Applications

Launched Ooredoo Next Viber which would allow mobile users in the Maldives to easily engage with Ooredoo Maldives inside social media channels such as Viber, Facebook Messenger and to check best offers, best data add-ons or just manage their Ooredoo services using real-time automated answers. Viber messenger became the newest social media channel for the Ooredoo Next digital engagement platform developed featuring artificial intelligence and machine learning.

Launched FIFA world cup 2018 live streaming on My Ooredoo App.



m-Faisaa

Ooredoo Maldives integrated 3 additional utility payments enabling customers the convenience to pay for water, gas and home broadband services, in addition to telecoms and electricity, through “m-Faisaa”, our mobile money platform.

Maldives National University signed an agreement with Ooredoo Maldives to establish m-Faisaa services to pay student tuition fees, where students will have the convenience to pay the tuition fees irrespective of their location.

Content & Devices

- Exclusively launched iPhone 8 and 8 Plus.
- Exclusively launched P20 and P20 Pro.



Ooredoo Business (B2B)

A State Owned Utilities Company signed an agreement with Ooredoo Maldives to connect all branches of the company through one network, enabling high speed internet connectivity throughout all branches which will improve efficiency and reduce cost of operations.

Ooredoo launched the state-of-art IPTV Infrastructure solutions with over 100 channels and SMART methods to navigate, offering end-to-end solutions of Cable TV Infrastructure, from installation, maintenance and upgrades.

Corporate Social Responsibility



In October 2015, Ooredoo Maldives pledged its commitment to the United Nations Sustainable Development Goals (“Global Goals”), which aim to eradicate extreme poverty, improve the lives of people and create an all-round healthier world for tomorrow. These are ambitious targets which cannot be achieved without fully leveraging the reach and capabilities of mobile technology. Ooredoo Maldives continues its work to stimulate human growth and contribute to the sustainable development of local communities across the nation. Our initiatives in Q2, 2018 include:

Smart City Projects

Ooredoo Maldives in partnership with UNDP Maldives and Hulhumale’ Development Corporation

(“HDC”) continued the ‘Smart Cities’ Project which aims to offer innovative, smart solutions for urban challenges through ensuring that the technological solutions are introduced in Hulhumale’ - the future smart city, remains inclusive and accessible to all of its population. Over the past quarter, a number of initiatives were carried out under this program;

The Smart Inclusivity Campaign

This campaign was continued throughout the quarter, to promote inclusivity within Smart Cities. The campaign focuses on persons with disabilities as both beneficiaries and agents of change, who can fast track the process towards inclusive and sustainable development. Public announcement videos were created with support of Maldives Association of Physical Disabilities (“MPAD”),

Blind Association of Maldives and Maldives Deaf Association to create awareness.

Smart Cities Baseline Assessment

This was an assessment conducted as part of the Smart Cities Project to create a baseline, in order to understand how community-level interventions or housing management improvements could create a better life for people in Hulhumale’. The survey collected information in four major areas including the demography, lifestyle, living standards and the challenges faced by the population living in Hulhumale’. The survey also aims to understand the visionary of Maldivians for Hulhumale’. The aggregated data from the survey after analysis was shared with the respective stakeholders and will define next steps in Smart Cities Project.

Promoting Disability Inclusive Development Forum

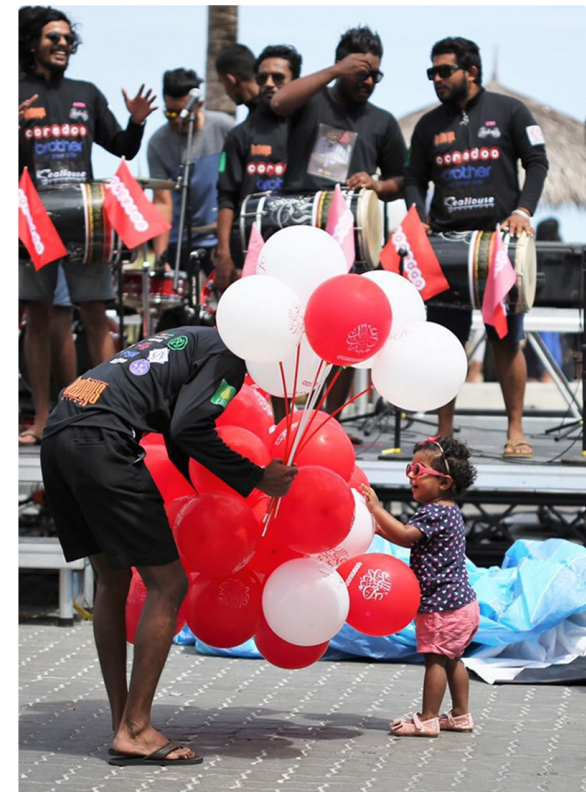
This was a first forum of its kind to discuss how to make development disability-inclusive was held in June 2018 with the aim to review and improve accessibility and inclusivity of Persons with Disabilities. Evidence and experience shows that Persons with Disabilities continue to experience barriers to participation in all aspects of society. When barriers to their inclusion are removed, Persons with Disabilities are empowered to participate fully in societal life, and the entire community benefits. Even though the Maldives Disability Act enacted in 2010 emphasizes on accessibility, there remains shortfalls and challenges in the implementation of it. This forum assisted in nurturing a culture where multiple stakeholder's takes into account the various challenges faced by Persons with Disabilities, and find ways on removing barriers that prevent this.

Celebration of Children's Day, with New Radiant Sports Club

Ooredoo Maldives hosted a very special football match between New Radiant Football Club and 60 young football enthusiasts, to celebrate World Children's Day 2018. The match featured 60 kids playing against 6 professional players from New Radiant F.C, with the "Varah Thafaathu Kids" team winning 7-0. The special match was held in the spirit of children's day, and as a unique way for Ooredoo Maldives and New Radiant team to promote a love of football among young children.

Eid Celebration with Ooredoo Maldives

Ooredoo Maldives held a public event on Eid-ul Fitr, to celebrate the blessed occasion with its customers and the people of Maldives. This included eid gifts, as well as Bodu Beru music featuring brand ambassador, Habeys Boduberu Group.



Miyaheli Social Innovation Camp

Ooredoo Maldives partnered with the United Nations Development Programme (UNDP) in the Maldives to launch 'Miyaheli', the Social Innovation Camp for youth. This is the third collaboration for this Social Innovation Camp, since the initial partnership was made in 2016.

Miyaheli brought together ideas from the youth and used digital and non-digital tools to create both tech-based and non tech-based social innovations to pressing social issues, all in just one weekend. The five thematic areas for this year were: creating a peaceful and tolerant community; increasing women's voices; using new technology to create successful businesses; building youth movements; and creating green innovation.

The camp involved building ideas, conducting customer validation and creating prototypes of their products. After a rigorous selection process, four teams were selected to participate and pitch their ideas to judges in the camp. The winning teams were awarded mentorship and training opportunities by Business Centre Cooperation, as well as USD 3,000 seed funding from Ooredoo Maldives and UNDP Maldives.



Sponsorships



Official World Cup 2018 Russia Coverage in Maldives by PSM

Ooredoo Maldives signed on as the Presenting Partner for the World Cup Coverage by Public Service Media (PSM), the official broadcaster in the Maldives for the FIFA World Cup 2018.

International Travel Trade Show of Maldives (TTM)

Ooredoo Maldives was a Gold partner for the International Travel Trade Show of Maldives (TTM) Organized by Maldives Getaways.





Mihaaru Sports Awards

Ooredoo Maldives was the Main Sponsor of Mihaaru Sports Awards, which hails the achievements of Maldivian sportspeople, coaches, referees and other contributors to local sports.

Addu Marathon

Ooredoo Maldives was pleased to support iRunner's efforts as the Digital Partner.

Civil Service Conference

Ooredoo Maldives was the Innovation Partner for the Civil Service Conference held by Civil Service Commission with the theme "Reforming and Modernizing Civil Service".

South Asian Junior & Cadet Table Tennis Championship

In accordance with its commitment to support young people to succeed in the sports industry, Ooredoo Maldives was the Innovation Partner for the South Asian Junior and Cadet Championship held in the Maldives for the first time.

Habeys Eid Show

Ooredoo Maldives was the digital partner of this event held on the occasion of Eid al-Fitr.

Lyre Eid Kulhivaru

Ooredoo Maldives was the main sponsor of Lyre Eid Kulhivaru, an annual festival hosted by Café Lyre in Hulhumale' on Eid al-Fitr.

Community Engagement

Ooredoo Maldives also continues its efforts to support community engagement through sport, including:

- Inter Office Badminton League 2018
- Jamiyyathul Anwar Futsal Cup
- Kids Eid Fiesta
- Metroflex Futsal Tournament
- Nellaidhoo Council Cup
- Club Youth Star, World Cup Event



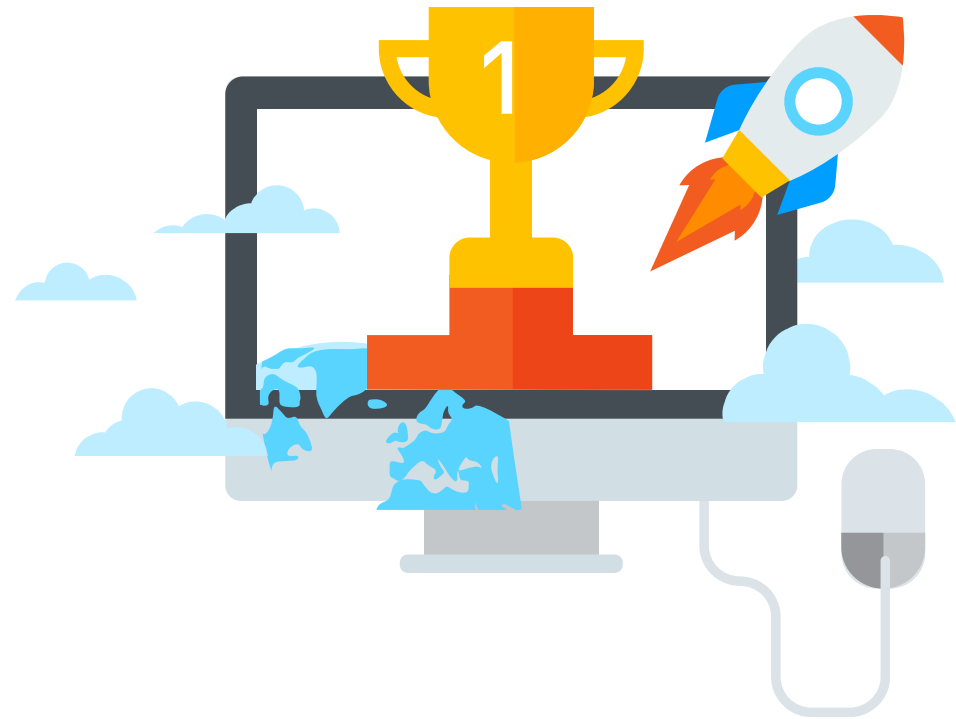
Awards & Recognitions

Best Mobile Carrier, Telecom Asia Awards 2018

Ooredoo Maldives was Shortlisted for Best Mobile Carrier, Telecom Asia Awards 2018, which is one of the most prestigious telecom awards in Asia. The award reflects Ooredoo's role as a leader in digital transformation as well as its continuous successes over the past years.

Best Mobile Payment Service, Telecom Asia Awards 2018

Ooredoo Maldives' money platform "m-Faisaa" was also Shortlisted for Best Mobile Payment Service, Telecom Asia Awards 2018 while its Digital Customer Experience was Shortlisted for Most Innovative Approach to Customer Experience, Telecom Asia Awards 2018.



Staff Engagement



Brigade Masrace

Company's Annual fishing competition was held to boost energy and fun outside work place.

Brigade Debate Challenge

A debate challenge was held among employees, to encourage challenger mindset and public speaking.

Brigade PES Challenge

A short evening for gaming and digital fun was hosted for employees, to strengthen the relationship among employees inside and outside workplace.





**Board
Administration**

BOARD COMPOSITION

The Board composition as at 30th June 2018 was as follows:

Name	Position
Mr. Khalid Ibrahim A Al-Mahmoud	Chairman & Managing Director
Dr. A Hamid Mohd A Marafi	Director
Mr. Ian Grant Fenton	Director
Mr. Khalid Hassan M A Al-Hamadi	Director
Uza. Dheena Hussain	Director
Mr. Najib Khan	Chief Executive Officer/ Director
Mr. Ahmed Zuhoor	Director
Mr. Thavabalan Poobalasingam	Chief Financial Officer/ Director

CHANGES TO THE BOARD DURING THE QUARTER

There was no change to the Board during this quarter.

BOARD ACTIVITIES

Board and Committee meetings held during the quarter were as follows:-

	Number
Board of Directors	1
Audit Committee	1
Nomination & Remuneration Committee	1

BOARD DECISIONS

- Approval of 2017 Annual Report of Ooredoo Maldives Plc.
- Approval of revised and amended HR Policy.
- Approval of Q1 2018 Audit Reviewed Financials.
- Approval for Dr. A Hamid Mohd A Marafi (NRC Chairman and Board Director) to chair the 2018 Annual General Meeting of Ooredoo Maldives to be held on Sunday, 6th May 2018 at 20:30 hours at Hotel Jen, Ameer Ahmed Magu, Male', Maldives.
- Approval of the Revenue Assurance & Fraud Management Charter.

ANNUAL GENERAL MEETING

The 2018 Annual General Meeting (“AGM”) of Ooredoo Maldives was held on Sunday, 6th May 2018, at 2030hrs at Hotel Jen, Ameeru Ahmed Magu, Male’, Republic of Maldives.

The AGM was attended by 89 shareholders, with 66 shareholders being present in person and another 23 shareholders being present by proxy. The total number of shares represented at the AGM was 135,304,207 (one hundred and thirty five million, three hundred and four thousand, two hundred and seven) shares.

Based on the Company Financials for the Year 2017, the Board of Directors recommended a Dividend of MVR 3.20 per share, equivalent to 85% of Ooredoo Maldives Group Net profit, for the year 2017, which was approved by the shareholders at the AGM.

The following resolutions were approved at the AGM:

- Approval of the minutes of the 2017 Annual General Meeting.
- Approval of the Audited Balance Sheet, Profit and Loss Account and the Auditors Report of the Company for the year ended 31st December 2017.
- Approval of the Directors’ Report for the year ended 31st December 2017.
- Ratification of the appointment of the Auditors for 2018 and their remuneration.
- Approval of the dividend for 2017.
- Ratification of the Board of Directors’ Remuneration.



Share Information

SHAREHOLDING

The Company's shareholding as at 30th June 2018 were as follows:

Shareholding	%	Number of Shares
Wataniya International FZ-LLC	90.5%	133,755,130
Public	9.5%	14,045,271
Total		147,800,401

SHARE TRADING

Highest Traded Price	MVR 40
Lowest Traded Price	MVR 35
Last Traded Price	MVR 35
Number of Shares Traded	2457 Shares
Number of Trades	23 Trades
Weighted Average Traded Price	MVR 35.72
Market Capitalization	MVR 5.173 Billion
Price-Earning Ratio(P/E Ratio) Annualized	10 Times



Financial Statements

BALANCE SHEET (UNAUDITED)

OOREDOO MALDIVES PLC

STATEMENT OF FINANCIAL POSITION (UNAUDITED)

AS AT	30 JUN 2018 Q2 2018 MVR '000	31 MAR 2018 Q1 2018 MVR '000
ASSETS		
Non-Current Assets		
Property, Plant and Equipment	993,308	1,022,444
Intangible Assets	124,792	133,912
Prepaid Lease Rent	32,985	33,069
Deferred Tax Assets	20,748	19,283
Total Non-Current Assets	1,171,833	1,208,708
Current Assets		
Inventories	20,796	15,660
Trade and Other Receivables	313,750	303,693
Amount Due from Related Party	29,239	34,731
Fixed Deposits	227,258	718,223
Cash and Cash Equivalents*	1,473,779	1,005,301
Total Current Assets	2,064,822	2,077,608
Total Assets	3,236,655	3,286,316
EQUITY AND LIABILITIES		
Equity		
Share Capital	1,478,004	1,478,004
Reserve on Translation of Share Capital	144,180	144,180
Accumulated Losses	(757,655)	(416,391)
Total Equity Attributable to Equity Holders of the Parent	864,529	1,205,793
Non-Controlling Interest	105,608	106,496
Total Equity	970,137	1,312,289

LIABILITIES

Non-Current Liabilities

Loans and Borrowings	416,278	420,904
Provisions	19,054	18,885
Deferred Tax Liabilities	60	100
Total Non-Current Liabilities	435,392	439,889

Current Liabilities

Loans and Borrowings	30,847	46,781
Amounts Due to Related Parties	728,344	735,637
Trade and Other Payables	943,605	625,797
Deferred Revenue	72,617	74,530
Income Tax Payable	55,713	51,393
Total Current Liabilities	1,831,126	1,534,138

Total Liabilities

2,266,518 **1,974,027**

Total Equity and Liabilities

3,236,655 **3,286,316**

* Cash and Cash Equivalent inclusive of IPO proceeds

INCOME STATEMENT (UNAUDITED)

OOREDOO MALDIVES PLC

STATEMENT OF PROFIT OR LOSS AND COMPREHENSIVE INCOME (UNAUDITED)

FOR THE QUARTER ENDED

	30 JUN 2018 Q2 2018 MVR '000	31 MAR 2018 Q1 2018 MVR '000
Revenue	490,840	495,595
Other Income	138	1,895
Operating Expenses	(271,192)	(245,416)
Depreciation and Amortization	(64,619)	(62,048)
Results from Operating Activities	155,167	190,026
Net Finance Expense	(4,349)	(9,220)
Profit Before Tax	150,818	180,806
Income Tax Expense	(25,440)	(24,863)
Profit for the Period	125,378	155,943
Other Comprehensive Income	-	-
Total Comprehensive Income for the Period	125,378	155,943
Total Comprehensive Income Attributable to:		
Owners of the Company	123,980	154,098
Non-Controlling Interest	1,398	1,845
Total Comprehensive Income for the Period	125,378	155,943
Basic and Diluted Earnings Per Share	0.8	1.0

CASH FLOW STATEMENT (UNAUDITED)

OOREDOO MALDIVES PLC

CASH FLOW STATEMENT (UNAUDITED)

FOR THE QUARTER ENDED

	30 JUN 2018 Q2 2018 MVR '000	31 MAR 2018 Q1 2018 MVR '000
Cash Flows from Operating Activities	(208,285)	120,287
Cash Flows from Investing Activities	474,123	(201,678)
Cash Flows from Financing Activities	(159,752)	(85,753)
Net Increase / (Decrease) in Cash and Cash Equivalents	<u>106,086</u>	<u>(167,144)</u>
Cash and Cash Equivalents at the Beginning of the Period	666,826	833,970
Cash and Cash Equivalents at the End of the Period	<u><u>772,912</u></u>	<u><u>666,826</u></u>



Najib Khan
Chief Executive Officer



Thavabalan Poobalasingam
Chief Financial Officer

Legal & Regulatory

REPORTING COMPLIANCE

This report has been prepared in compliance with Capital Market Development Authority's ("CMDA") of Maldives Minimum Quarterly Reporting Requirement for Listed Companies.

CORPORATE GOVERNANCE

Ooredoo Maldives is in material compliance with the requirements of the Corporate Governance Code of the Capital Market Development Authority ("CMDA") of the Maldives. In addition, the Company is committed to achieve and promote high standards of accountability and corporate conduct. In this regard, the Company follows international best practices and has established corporate governance practices internally to enhance corporate performance.





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