



OOREDOO GROUP

International Investor Relations

Andreas Goldau
Sara Al Sayed



OOREDOO

IR

IN NUMBERS



THE OOREDOO GROUP

INVESTOR RELATIONS TEAM



IDX

Indonesia Stock Exchange
Bursa Efek Indonesia



سوق العراق للأوراق المالية
IRAQ STOCK EXCHANGE



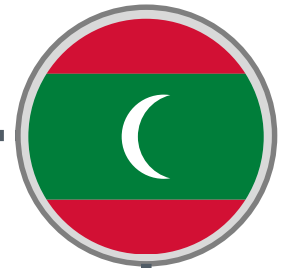
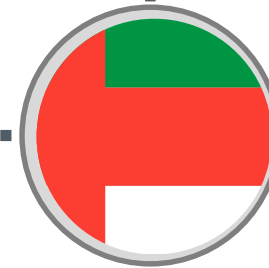
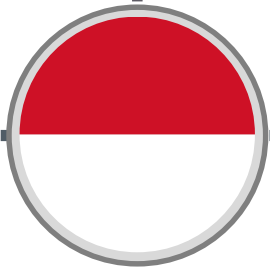
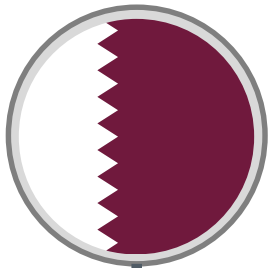
سوق مسقط للأوراق المالية
Muscat Securities Market

Ooredoo

Ooredoo Kuwait

Wataniya Palestine

Maldives



Indosat Ooredoo

Asiacell

Ooredoo Oman



Kuwait Stock Exchange

INVESTOR RELATIONS AT OOREDOO



TWO WAY COMMUNICATION / DIALOG



ORDS markets the company to investors

- Explains the company's equity story to achieve a fair valuation/reduce funding cost
- Spokespersons: CEO, CFO and IR

Talking to:

- Sell side analysts
- Buy side analysts & fund managers
- Retail investors
- Bond holders
- Financial media
- Rating agencies

How?

- Face to face (conferences, roadshows, reversed roadshows)
- Webcasts of results
- Capital Markets Day
- Website,
- Media
- Ad hoc email/phone/telepresence
- AGM



WHAT IR **CAN DO**

Help market develop balanced view of company's prospects

Identify issues of concern and alert management

Assist in the formulation of strategy

Ensure management awareness of disclosure requirements

Achieve 'a fair valuation'



WHAT IR **CANNOT DO**

'Get the share price up'

Many issues are outside the company's control

External factors

Market issues

Sector issues

THE VALUE OF GOOD IR

Good IR will...

- Ensure proper value is reflected in the share price and rating.
- Encourage ongoing investment.

Good IR will...

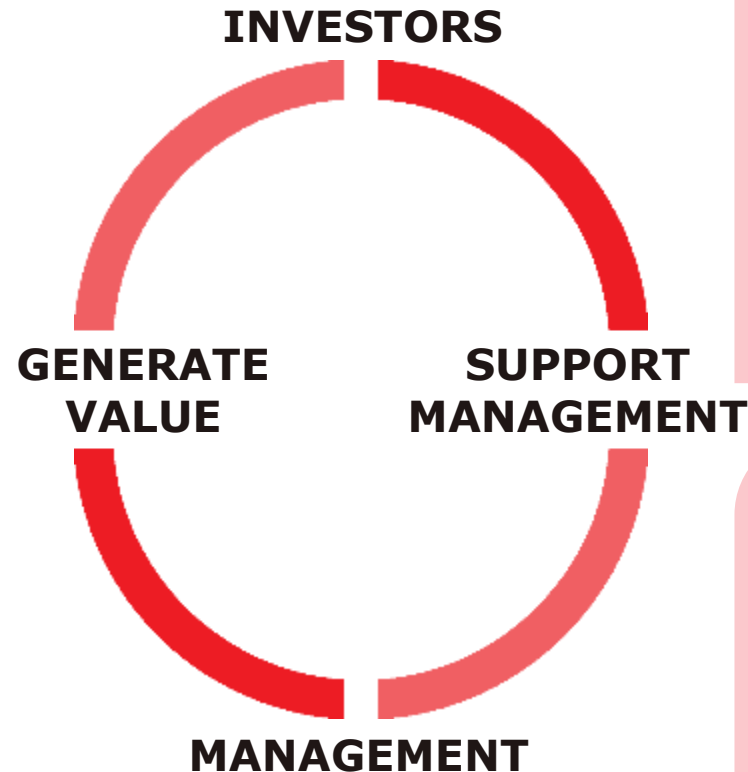
- Explain performance and strategy effectively
- Anticipate issues with proactive communication.

Good IR will...

- Encourage new investors.
- Build third party support and strengthen goodwill.

Good IR will...

- Help management understand investor perspectives.
- Align external and internal communications.



OPPORTUNITIES TO INFORM AND INFLUENCE

IR IS FUNDAMENTALLY AN INTERPERSONAL FUNCTION

▪ 3 primary blocks

- Financial calendar activity
- Regular investor contact
- Ongoing communication activity

▪ A crucial aspect of the marketing process is personal interaction

- The product includes your senior management (head of research etc.), your culture and way of doing business.
- Interaction needs to be frequent, extensive, proactive and diversified.
- Investors value access to management.



COMPANY MARKETING CHANNELS

CONFERENCE CALLS

Presents earnings, results and significant events

Scripted to ensure delivery of key messages

Convey focus preparedness and confidence

Reach broad audience

ANALYST DAYS

Meetings with different levels of management

On-site facility tours

Deepens understanding of operations

COMPANY ORGANISED ROADSHOWS

Identify investors universe

Group meetings in region

An opportunity for the IRO to strengthen relationships

Website

Widely used by investors and sell-side

Often a first point of contact

Sets tone for communications

TAKING THE LEAD IN REPRESENTING THE COMPANY

ANNUAL IR PROGRAMME

Results announcements (Mid Feb, End April, July & October)

IR Quarterly book for all spokespersons: contains presentations, press releases, consensus numbers, detailed Q&A, customer & ARPU data and full financial

AGM (Early March)

Investor meetings (Ooredoo meets with 100+ investors per year)

- Main conferences: EFG Hermes in London/Dubai, Arqaam in Dubai, HSBC in NY (QE), BoA/Merrill Lynch US (debt conference), Morgan Stanley TMT Barcelona (technology), Citi EM London, Deutsche Bank GEM NY)
- Roadshows (usually before/after conference)
 - Reversed roadshows/site visits

IR DO'S AND DON'TS

DO'S

- PUBLIC INFORMATION
- HISTORIC DATA
- FAIR DISCLOSURE

DON'TS

- CONFIDENTIAL INFO
- FORWARD LOOKING STATEMENTS
- SELECTIVE DISCLOSURE

INVESTMENT BANKS

COVERING OOREDOO



INTERNAL COMMUNICATION

View on 



What's New?

We are announcing our [Q3 2017 financial results](#) on Oct 30 and hosting the investor call on Oct 29 at 14:00.

HSBC on Ooredoo: [Upgrade to Hold](#): "risk-reward fairly balanced"

Arqaam on [Ooredoo Kuwait](#): "Solid set of numbers across the board with Tunisia q/q rebound behind the beat. Reiterate Buy"

Arqaam on [Omantel and Ooredoo Oman](#) "Q3 17A preliminary results: Ooredoo Oman's operational performance is flat y/y, but bottom line improves c40% q/q as we highlighted in our preview"

[HSBC on EEMEA & LatAm Telecoms](#) Call of Duty: "ROIC matters: Little margin improvement and elevated capital intensity will limit a meaningful ROIC expansion"

Vodafone Qatar announced their [quarterly results](#)

Please contact Sara (salsayed@ooredoo.com) to be added to our daily Ooredoo Group market update mailing list!

Other News

- [Arqaam](#) on Omantel and Zain Group
- [Arqaam](#) on Zain group: "Kharaf's exit overplayed by market, while lifting of Sudan sanctions offers limited Upside"
- [Arqaam](#) [MSCI](#) November Index Review
- [Arqaam](#) on MEA Telecoms Q3 17e earnings preview
- [HSBC](#) on [Vodafone](#) Hold: "CTO cites 3 reasons capex will stay under control"

As always your feedback and suggestions are much appreciated, do follow: "OoredooIR on Twitter"




- Feedback to management from investor meetings.
 - Perception studies with analysts.
- Daily share price mailing with industry news/ analyst reports/ media.
- Monthly news letter "View on Ooredoo".
- Internal presentations to colleagues.

Daily Market Update										13-Nov-17	
Company	Ticker	Currency	Equity Price	Previous Day	Change	Market Cap (USD)	52 Weeks High	52 Weeks Low	90D Average	Volume	
Ooredoo QSC	OROS QD	QAR	82.0	85.0	-3.53%	6,840	115.7	61.4	85.42	89,312	
Indosat	ISATU	IDR	5,650	5,600	0.89%	2,283	7,500	5,600	6220	189,200	
Ooredoo (Kuwait)	88000002533	KWD	1.106	1.060	4.34%	1,643	1,340	1,010	1177	15,630	
Ooredoo (Oman)	OROS OM	QAR	0.52	0.52	0.00%	072	0.67	0.42	0.40	2,578	
icqatel	ITAC IQ	IQD	5.20	5.20	0.00%	3,369	6.00	4.65	5.12	313,212,670	
Wafanjo Palestine	WATN/A PS	USD	1.00	1.12	-3.57%	279	1.35	0.82	1.11	44,187	
Ooredoo Maldives	OMPL MI	MVR	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A	#N/A	0	
Starhub	STH SP	SGD	2.84	2.84	0.00%	3,606	3.13	2.56	2.65	5,119,200	
Vodafone Qatar	VFQD QD	QAR	6.10	6.15	-0.81%	1,343	10.16	6.10	7.03	696,785	

Bonds	Price	Yield %	OROS Liquidity Provider	KPI
Ooredoo Sukuk due December 2018	100.75	2.31	12M ATVR (-15%)*	30%
Ooredoo bond due June 2018	106.23	2.48	3M ATVR (-15%)*	22%
Ooredoo bond due February 2018	105.45	2.98	Daily traded value (USD)	2,045,088
Ooredoo bond due February 2018	99.13	3.43		
Ooredoo bond due October 2015	106.26	3.70		
Ooredoo bond due June 2016	99.25	3.85		
Ooredoo bond due January 2016	99.65	3.82		
Ooredoo bond due January 2016	101.96	4.37		

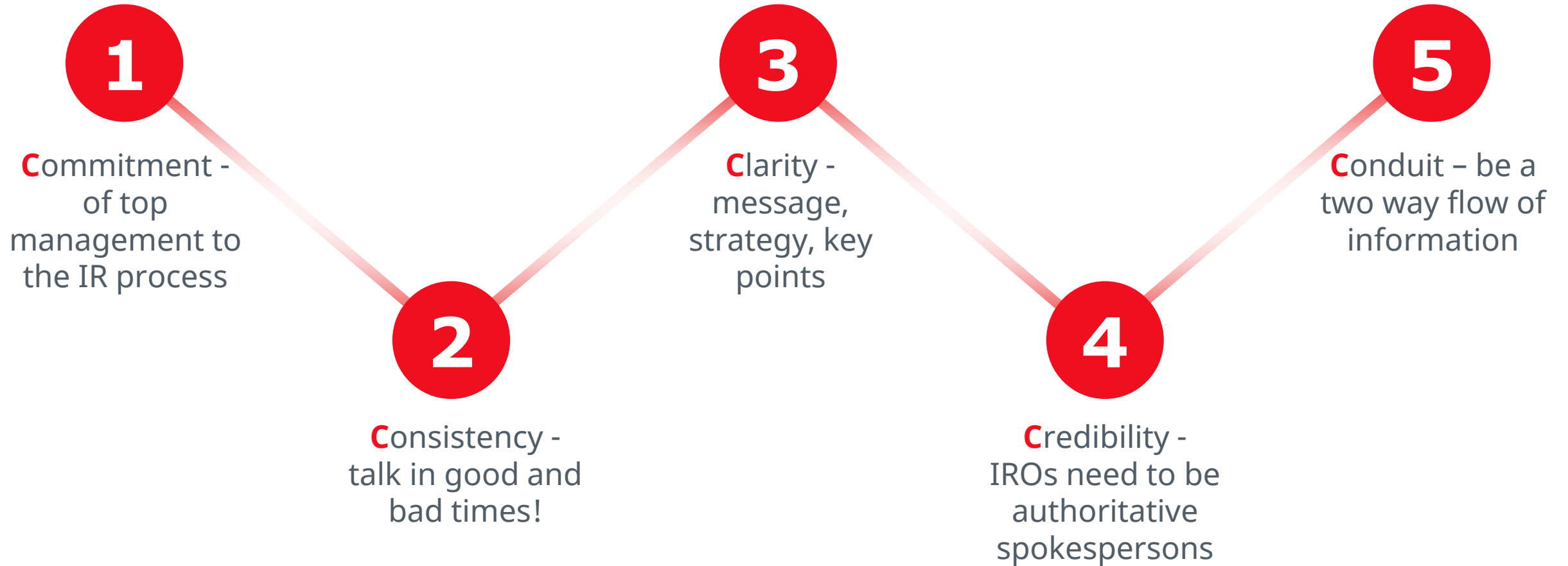
Index	Change YTD %	Value	Previous Day	Day Change %
Qatar Exchange	-24.72	7,056.99	7875.6	-0.24%
Muscat Securities Market (MSM)	-12.08	5,083.92	5067.2	0.33%
Jakarta Composite Index	13.68	8,021.46	6021.8	-0.01%
Singapore Straits	16.69	3,129.13	3428.1	-0.03%
Tel Aviv Index	-4.37	8,095.61	6923.1	-0.54%
Hong Kong Exchange	-14.35	356.30	355.6	0.13%

Currencies (QTD)	Current	30-Jun-17	Change %
MMK	1.325	1.354	-0.11%
IDR	13.566	13.389	-1.70%
KWD	0.3035	0.3080	-0.15%
THB	1.21	1.27	-2.39%
BHD	1.12	1.07	4.80%
SGD	1.3618	1.3766	-1.09%
EUR	1.1440	1.1413	0.24%



www.ooredoo.com

FIVE PRACTICAL 'Cs' OF IR



TOP IR TIPS

Have a corporate presentation for new investors

Rehearse quarterly presentations, prepare expected Q&A, poll analysts

Use webcasts, replay functionality and transcripts

Do investor targeting, get suggestions from multiple sources, peer holdings

Combine investor conferences with roadshows where possible

Ask for feedback, track investors, top buyers/sellers

Use the IR society, QE network with peers, benchmark globally

Keep your website up to date, see checklist from Qatar Exchange

Be consistent, talk to investors not only in good times, but also in bad times!

QATAR APPENDIX

- 1 Definitions: IR / Fair disclosure / material information/ buy side/sell side / forward looking statements
- 2 IR website: <http://www.ooredoo.com/en/section/investor-relations>
- 3 Twitter: [OoredooIR](#)
- 4 [Link to quarterly result presentation](#) / [Ooredoo at a glance](#)
- 5 Contact: agoldau@Ooredoo.com

WHAT IS INVESTOR RELATIONS?

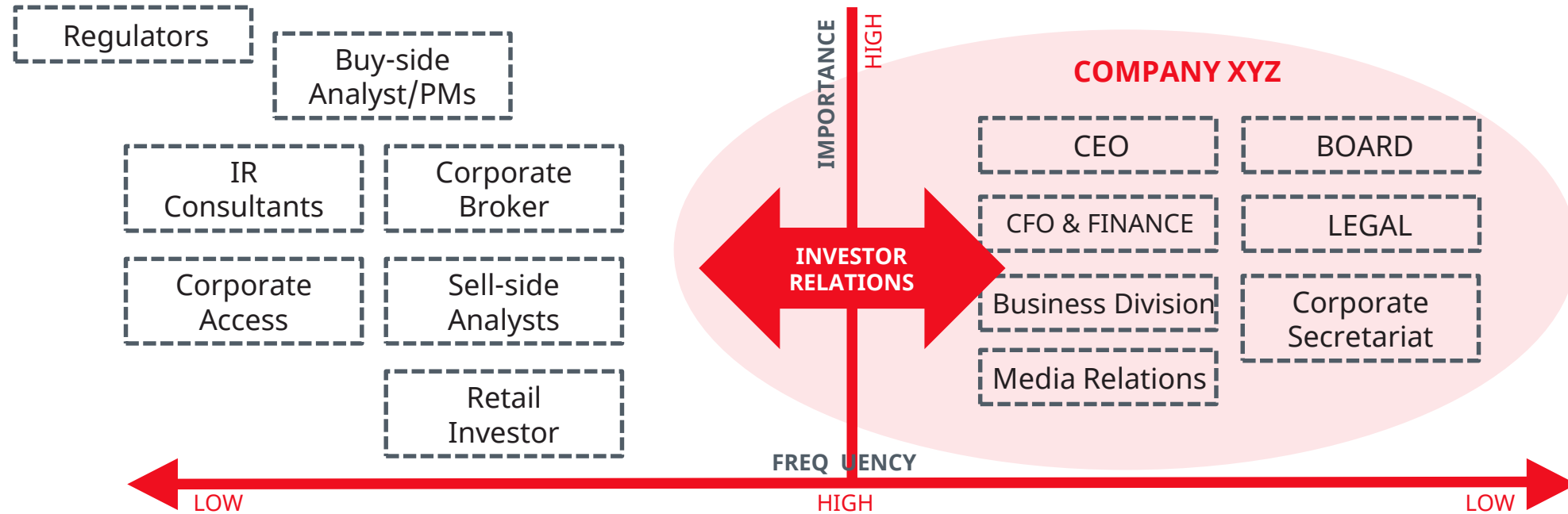
The broad range of ways in which a quoted company communicates with the various investors-and potential investors in its shares.

Enhancing corporate value through effective communications



INVESTOR RELATIONS

WITHIN THE COMPANY TODAY



BUY SIDE - SELL SIDE

BUY-SIDE analysts usually work for a pension fund or mutual fund company. These individuals perform research and make recommendations to the money managers of the fund that employs them. Buy-side analysts will determine how promising an investment seems and how well it coincides with the fund's investment strategy; they'll base their recommendations on this evidence. These recommendations, made exclusively for the benefit of the fund that pays for them, are not available to anyone outside the fund. If a fund employs a good analyst, it does not want competing funds to have access to the same advice. A buy-side analyst's success or talent is gauged by the number of profitable recommendations he or she makes to the fund.

SELL-SIDE analysts work for a brokerage or firm that manages individual accounts and makes recommendations to the clients of the firm. Sell-side analysts are those who issue the often-heard recommendations of "strong buy," "outperform," "neutral" or "sell." These recommendations help clients make decisions to buy and/or sell certain stocks. This is beneficial for the brokerage because every time a client makes a decision to trade stock, the brokerage gets a commission on the transactions. This is not to say that sell-side analysts recommend or change their opinion on a stock just to create transactions. However, it is important to realize that these analysts are paid by and ultimately answer to the brokerage, not the clients. Furthermore, the recommendations of a sell-side analyst are called "blanket recommendations," because they're not directed at any one client, but rather at the general mass of the firm's clients. These recommendations are inherently broad and, as a result, they may be inappropriate for certain investment strategies. When you are considering a sell-side recommendation, it's important to determine whether the recommendation suits your individual investment style.

FAIR DISCLOSURE

- **Treating all investors equally**, and that's by disclosing company information at the same time for all and not favoring anyone.
- **Price sensitive information is not accidentally given out** – Price sensitive information should not be selectively disclosed either on purpose or by accident.
- **Output is controlled** – only authorised spokespersons should be allowed to communicate with the press or media to ensure the consistency and rigour of all corporate communications.

MATERIAL INFORMATION

Information which would be likely to affect a stock's price once it becomes known to the public.

Examples include:

A takeover, a divestiture, significant management changes, and new product introductions. also called material news.

FORWARD LOOKING STATEMENTS

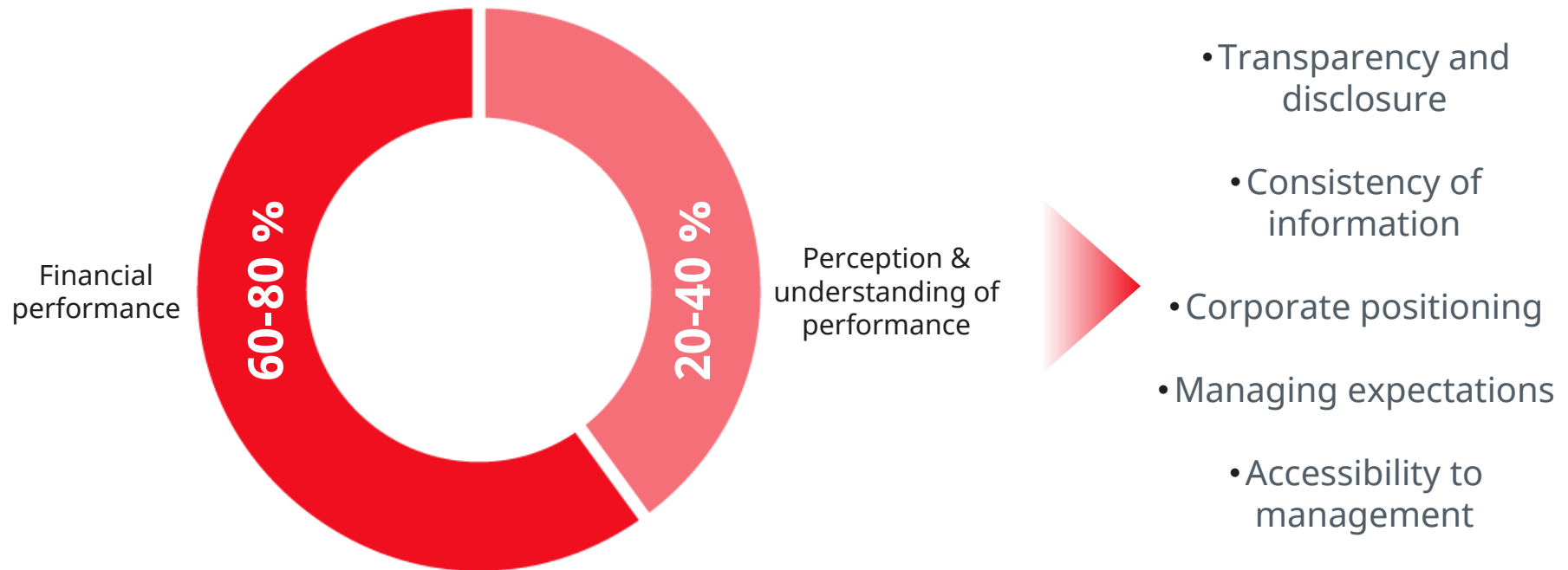
Group Results
2017 9M performance summary

Overview **Results Review** Operations Review Additional Information

QAR Billion	9M 2017	% Change 9M 2017 / 9M 2016	2017 Annual Guidance
Consolidated Revenue	24.5	+1%	-1% to +2%
EBITDA	10.5	+3%	0% to +3%
Capital Expenditure	2.6	-28%	5.5 bn to 6.5 bn

- We give guidance with FY results in February for the current year on Group level only, NOT on Opco level (except Indosat Ooredoo)
- Revenue, EBITDA & Capex

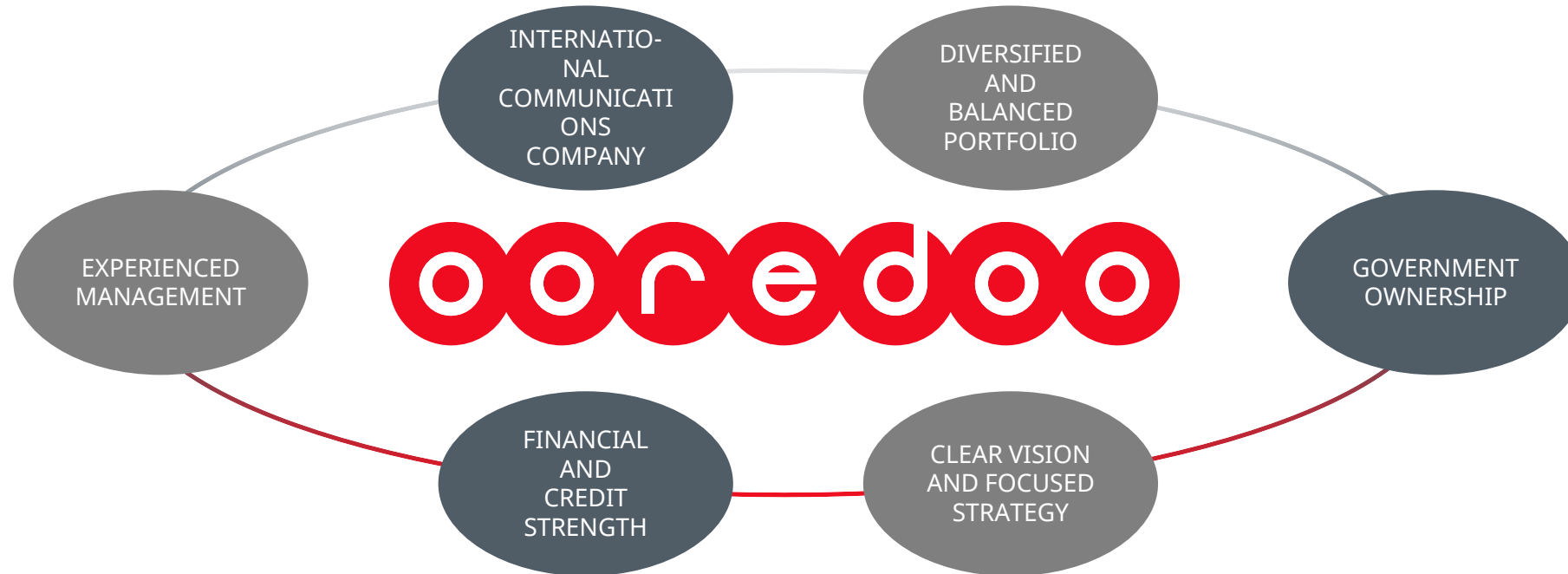
ADDING VALUE



WHO CAN HELP?

- 1 Corporate Brokers
- 2 Investment Banks
- 3 Financial PR Agencies
- 4 Investor Relations advisors
- 5 Accounts and Web Designers
- 6 Shareholder ID
- 7 Lawyers

OUR SOLID PERFORMANCE...



...is backed by a strong foundation

OOREDOO SHARE PRICE PERFORMANCE



**OOREDOO HAS
OUTPERFORMED
THE MARKET FOR
THE PAST 12
MONTHS**

Emerging MARKETS Performance

CUMULATIVE INDEX PERFORMANCE - NET RETURNS (USD) (OCT 2002 – OCT 2017)



The MSCI Emerging Markets Index captures large and mid cap representation across 24 Emerging Markets (EM) countries*. With 838 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

*EM countries include: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Russia, Qatar, South Africa, Taiwan, Thailand, Turkey and United Arab Emirates.



Take a picture with your phone
using a barcode scanner app
<http://ooredoo.com/og-ir-nov-2017-presentation.pdf>

Thank You!

