

Ooredoo Group

Capital Markets Day 2016

FULL PRESENTATION

26 Sept 2016

Doha, Qatar



Detailed agenda (1)

10:00-10:05 Welcome by IR, Andreas

- Meet the Ooredoo Group and OpCos (introduce Group CXO's & OpCo CEOs)
- Overview of today's agenda

10:05-10:20 Deputy GCEO - Waleed Al Sayed

- 2015 What did we do?
- Looking ahead: major challenges & key opportunities
- Top reasons to invest in Ooredoo

10:20-10:40 GCSO - Hans Kuropatwa

- Evolution of our strategy
- Strategic priorities going forward
- Managing our portfolio risk

10:40-11:00 GCFO - Ajay Bahri

- Financial review and outlook (H1 / FY guidance)
- Efficiencies as value creation lever
- Network modernization / CAPEX overview
- Financial risk factors and how to mitigate them
- Debt profile/ conservative leverage

11:00-11:20 Strategic Sourcing - Group Chief Procurement Officer Christian Linhart

- Procurement as synergy driver
- Examples of implemented savings
- Next steps/outlook



Detailed agenda (2)

11:20-11:35 Indosat Ooredoo update - Caba Pinter, Indosat Ooredoo CFO

- Indonesia entering digital area/mobile first
- Indosat Ooredoo is well positioned for this change
- Results are showing positive progress

11:35-11:50 Myanmar update - Rene Meza, Ooredoo Myanmar CEO

- There is still growth in the market
- Market changing in our favor
- We are well positioned in data, as proven by our results

11:50-12:05 Ooredoo Oman update - Greg Young, Ooredoo Oman CEO

- Consistently beating the competition in a growing market
- Recent achievements: Reduced capital intensity, commercial edge, focused organization, successful voice to data migration, revenue diversification
- Looking forward: Strategic focus

12:05-12:40 Q&A (all speakers and attendees as merited)

12:40-12:45 Closing remarks Ooredoo Group IR, Andreas/ Sara

12:45-13:00 Meet the Ooredoo Group Team

13:00-14:00 Lunch

(Lunch will be attended by a variety of senior members of the Ooredoo team from key OpCos, Investment Management, Strategy, Legal and IR to answer any ancillary questions the analysts may have)



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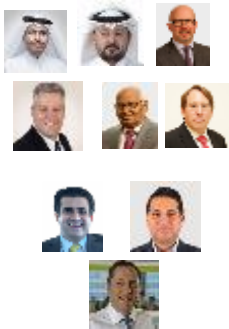
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Since the last CMD, we made substantial changes to the way we operate

New Management



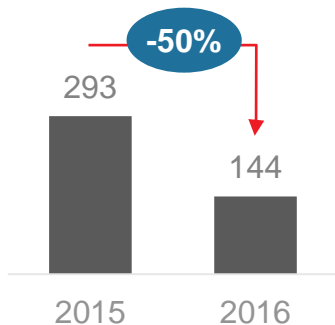
- New Group management team
- New CEOs in 3 out of 10 OpCos
- Management with significant experience and solid track records
- Senior Ooredoo executives represented on all OpCo Boards

Refined Strategy and Operating Model



- New LEAD strategy provides the right ambition and a framework to focus on value creation
- Strengthened focus on business performance and on delivering value from Group HQ

Optimized HQ Headcount



- HQ headcount reduced by 50%
- \$40m yearly savings flowing directly to the bottom line

Optimized Portfolio



- September 2015: Ooredoo divested non-core wi-tribe Philippines
- March 2016: Ooredoo divested non-core wi-tribe Pakistan



Other key achievements

Data Monetization



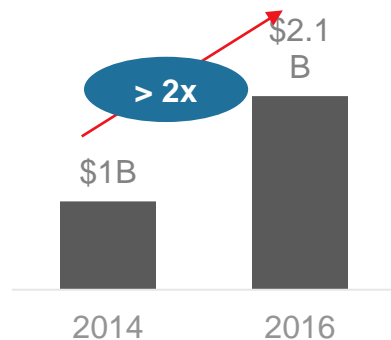
- Continued strong data growth from consumer and enterprise customers
- Data revenues increased to 39% of Group revenues as of H1 2016 (H1 2015: 34%)

Best Data Network Experience



- 4G+ (LTE-Advanced) in Qatar, Oman and Kuwait; 4G launched in Indonesia, Maldives, Tunisia, Algeria and Myanmar
- 4G networks now available in 8 of Ooredoo's 10 markets
- Ooredoo Qatar in top 5 globally for fiber penetration

Brand Value



- Brand now launched in 8 out of 10 markets
- Top 10 MENA brand
- 3rd Telco brand in the region
- #1 in brand health

Efficiencies



- Achieved significant savings across the Group through:
- Centralized Group purchasing
 - Infrastructure sharing
 - Group support for refinancing arrangements

Source: Brand Finance 2016 Top 50 MENA Rankings



Becoming a pan-regional leader in B2B/ICT

Ooredoo B2B/ICT portfolio

Cloud & Data Center

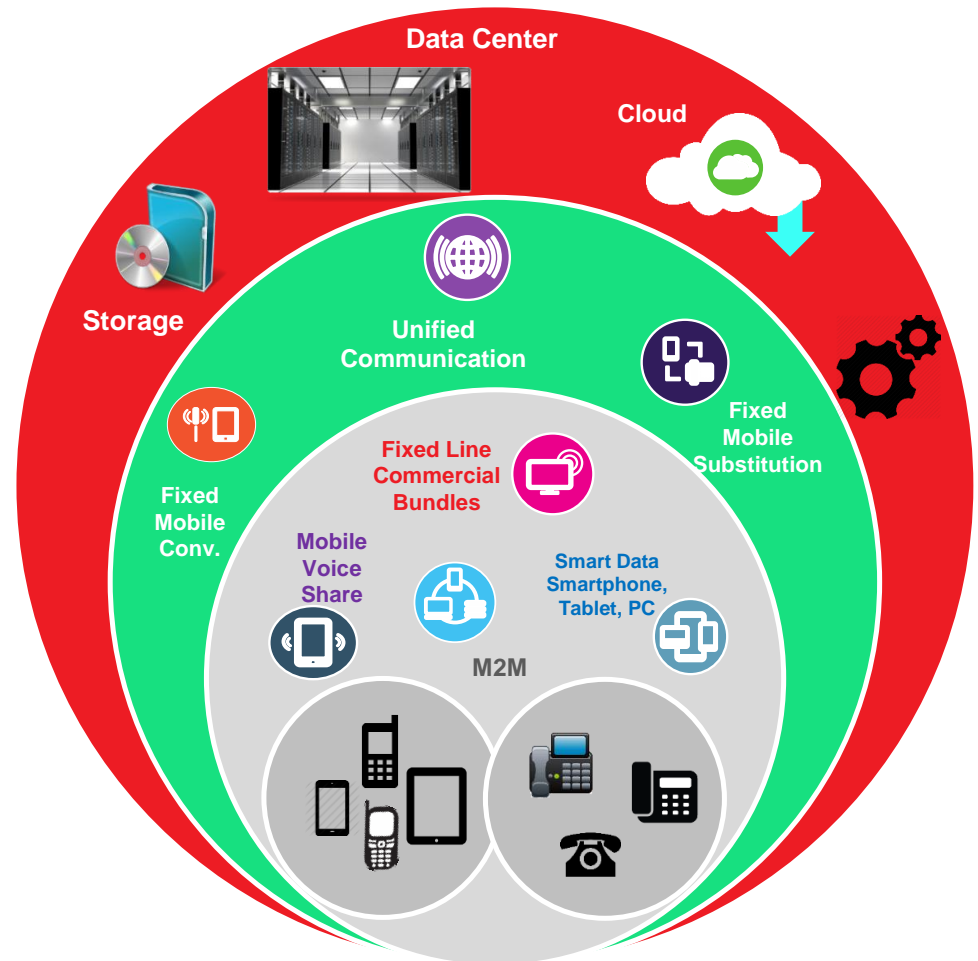
- Cloud Services
- Data Center Services

Convergence Solution

- Collaboration & Conferencing
- IP telephony solutions

Connectivity

- Network Integration & Security
- IP/MPLS VPN, Leased Line, Metro
- Fixed Voice & Broadband
- M2M
- Mobile Voice & Data



Challenges: We operate in tough environments



Economic/ Political Risk

- Currency volatility
- War/ political situations
- Economic impact of oil prices
- Regulatory levies/ taxes



Competitive Markets

- Tough competitors & regulators
- New entrants
- Commoditization
- Price wars



Changing Industry

- New business models (OTTs)
- New cost models
- Standardized roaming fees
- Lower-margin product mix



But we are also well positioned to leverage attractive opportunities

Data first



Leading Data Networks



Digital Services

Beyond Mobile



Fixed /Convergence



B2B/ICT



IOT & Smart Cities

Group synergies



Efficiencies



Network Sharing



Five reasons to invest in Ooredoo

Diversified and Balanced Portfolio

- Balanced mix of operations in developed markets (Qatar, Kuwait, Oman) alongside markets with high growth potential (Indonesia, Myanmar, Algeria, Iraq)

Government Support

- State of Qatar is majority shareholder and appoints 5 of 10 Ooredoo directors
- One of the largest public companies in Qatar

Focused Strategy

- Focused strategy on market leadership, strong performance culture and efficient execution
- Improving performance by realising synergies, centres of excellence and cost optimisation

Financial and Credit Strength

- High investment grade rating from all three agencies (S&P, A- / Fitch, A+ / Moody's, A2)
- Proactive debt and liquidity management, with CAPEX covered by cash-flow generation
- Debt leverage (Net Debt / adjusted EBITDA) underpinned by a conservative funding policy

Experienced Management

- Management with significant experience and strong track records
- Senior Ooredoo executives represented on the boards of all of Ooredoo's direct subsidiaries



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The new LEAD strategy provides the right ambition and a framework to focus on value creation

Market
Leader

- Leading network
- Better distribution
- Smart services

Performance
Culture

- People/Skills
- Organization
- Governance

Efficient
Models

- Asset light
- Optimized channels
- Group synergies

Results

Growth > Market

ROCE > WACC

Value Creation
(Free Cash Flow + ROCE)



Strategic priorities going forward

- **Total focus on business performance**

- 2016 Net profit
- Cost control
- Top line growth

- **Delivering value from Group HQ**

- Performance management
- Procurement
- Brand

- **Strategic discipline**

- Focus on core business
- Selective in-market developments
- Prudent approach to financial risk



Strengthening leverage of Group benefits



Performance Management

- Monthly performance reviews
- Management accountability
- Right people



Procurement

- Improved purchasing processes
- Senior team engagement
- Group scale



Brand

- Common identity
- Excellent execution
- Brand license fees



Optimizing portfolio and deleveraging

Sell down/exit



In-market development



Network sharing



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Group Results

2016 1H Highlights

Global customer base expanded

- Customer base increased by 14% to 130m; driven by strong growth in Indonesia and Myanmar

Solid performance delivered

- Revenue at QAR 16Bn: local currency growth in Qatar, Oman, Indonesia, Myanmar, Algeria, Kuwait, Palestine and Maldives.
- Group EBITDA stable at QAR 6.5Bn with an improved EBITDA margin of 41%
- Group Net Profit to shareholders increased by 46% to QAR 1.5Bn driven by strong contributions from Indonesia, Myanmar and Algeria supported by positive Foreign Exchange movements.

Strategic investments into networks, data and B2B

- Strong data growth from consumer and enterprise customers: Data revenue now 39% of Group revenue up from 34% in H1'15.
- Data leader in its markets: launch of 4G services in Myanmar (May 2016) and pre-launch finalized in Algeria (July 2016). 4G now available in 8 out of 10 markets.
- B2B revenue increased by 5% YoY to QAR 2.8Bn.
- Ooredoo Kuwait acquisition of local ISP "FASTtelco" to offer advanced fixed broadband and mobile services.

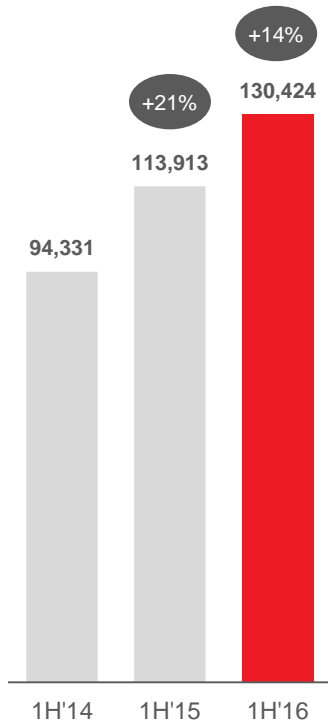
Successful new funding at attractive cost

- New USD 500m 10-year, 3.75% p.a. bond successfully concluded in June 2016
- New USD 1Bn Revolving Credit Facility Agreement with a six years tenure signed in June 2016



Successful group performance

Customers (‘000)



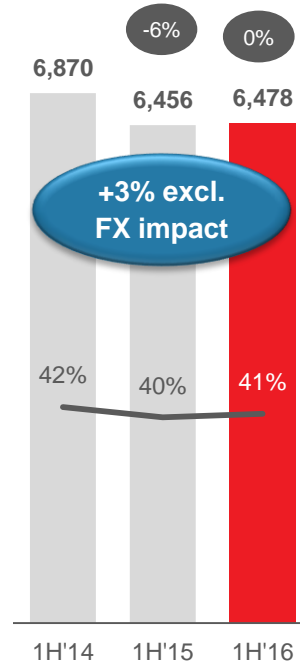
Customer growth continuing across key operations...

Revenues (QAR m)



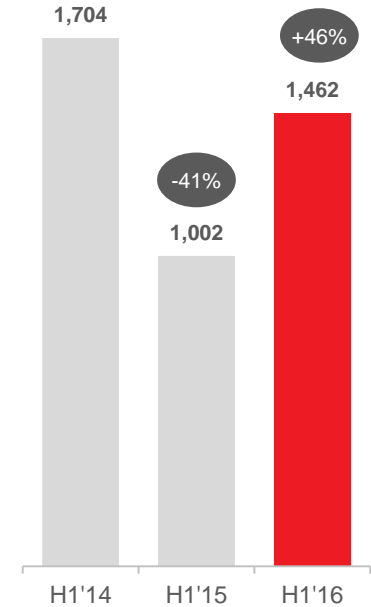
...translating into steady revenues in local currency terms...

EBITDA and EBITDA margin (QAR m, % of Revenue)



...cost optimization initiatives offset margin pressure partially...

Net profit attributable to Ooredoo Shareholders (QAR m)



2016 positively impacted by FX



Group Results

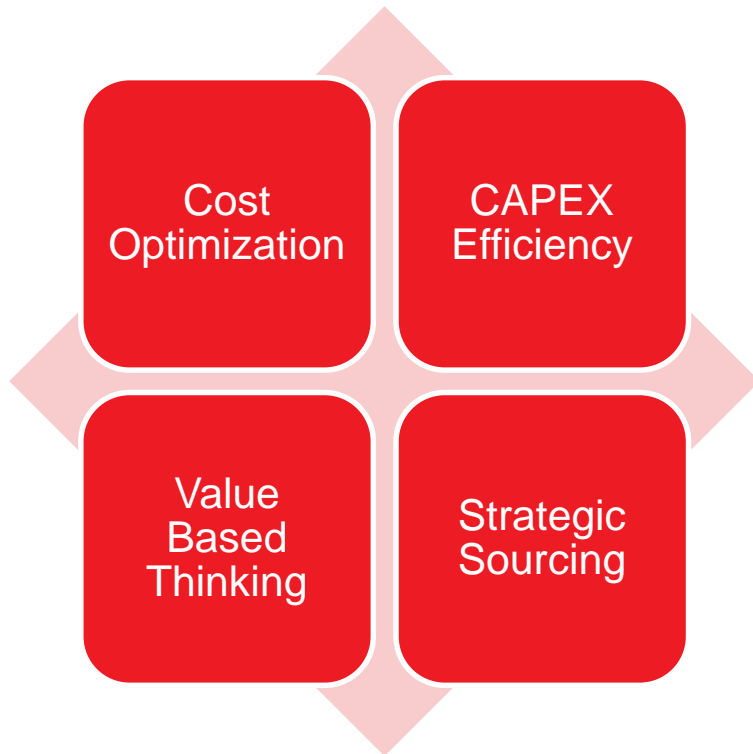
2016 1H Performance Summary

(Results in QAR Bn)	1H 2016	% Change 1H 2016 / 1H 2015	2016 Annual Guidance
Consolidated Revenue	15.9	-1%	-1% to +2%
EBITDA	6.4	0%	-3% to 0%
Capital Expenditure	2.4	-37%	6.5Bn to 7.5Bn

1H results in line with guidance given for 2016



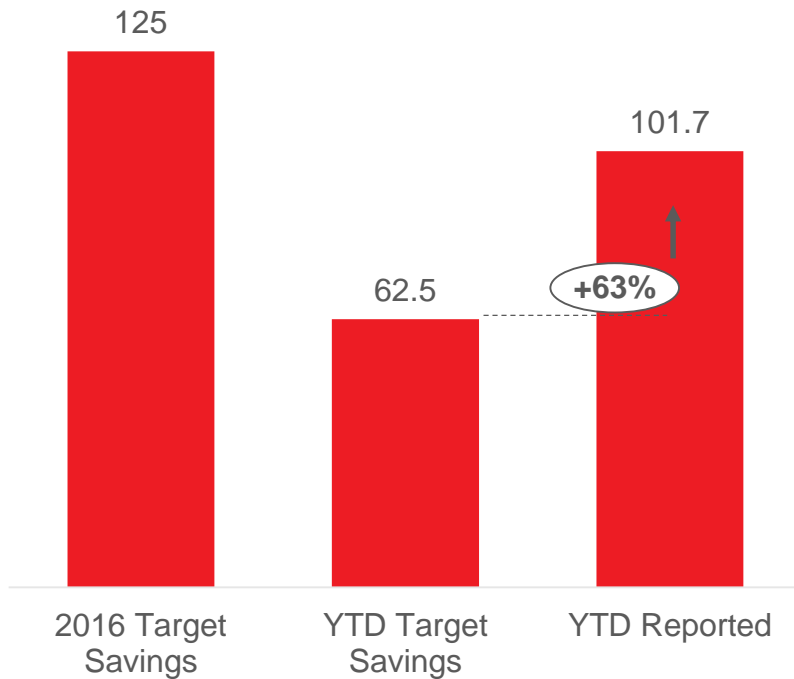
Efficient Models : An integral part of our strategy



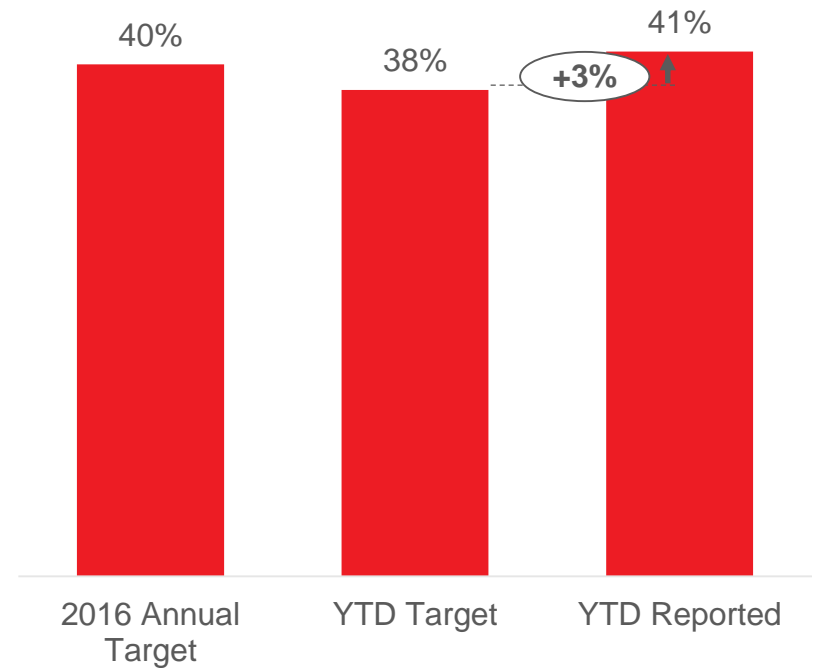
- Previous cost saving target from 2013 (USD 550M) achieved
- 2015 new AT Kearney OpCo benchmarking exercise identified an addressable gap of USD 390m with USD 125m target for 2016
- Ooredoo Group and OpCos identified specific initiatives to achieve savings targets:
 - **OG restructuring** implemented in Q2 2016, moving to a leaner structure
 - **OpCo OPEX savings** achievement significantly above target
 - **Improved CAPEX processes** leading to savings
 - **Sharing of best practices** across OpCos, rollout of **cost model** across OpCos
 - Enhanced role for **Group Strategic Sourcing**, vendor contract renegotiations
 - **Power and managed services outsourcing**, review of sub-optimal projects
 - **Sharing of infrastructure**

Group June cost optimization: 63% favorable vs. YTD target EBITDA margin 3% favorable

Group Cost Savings USD m



Group EBITDA Margin

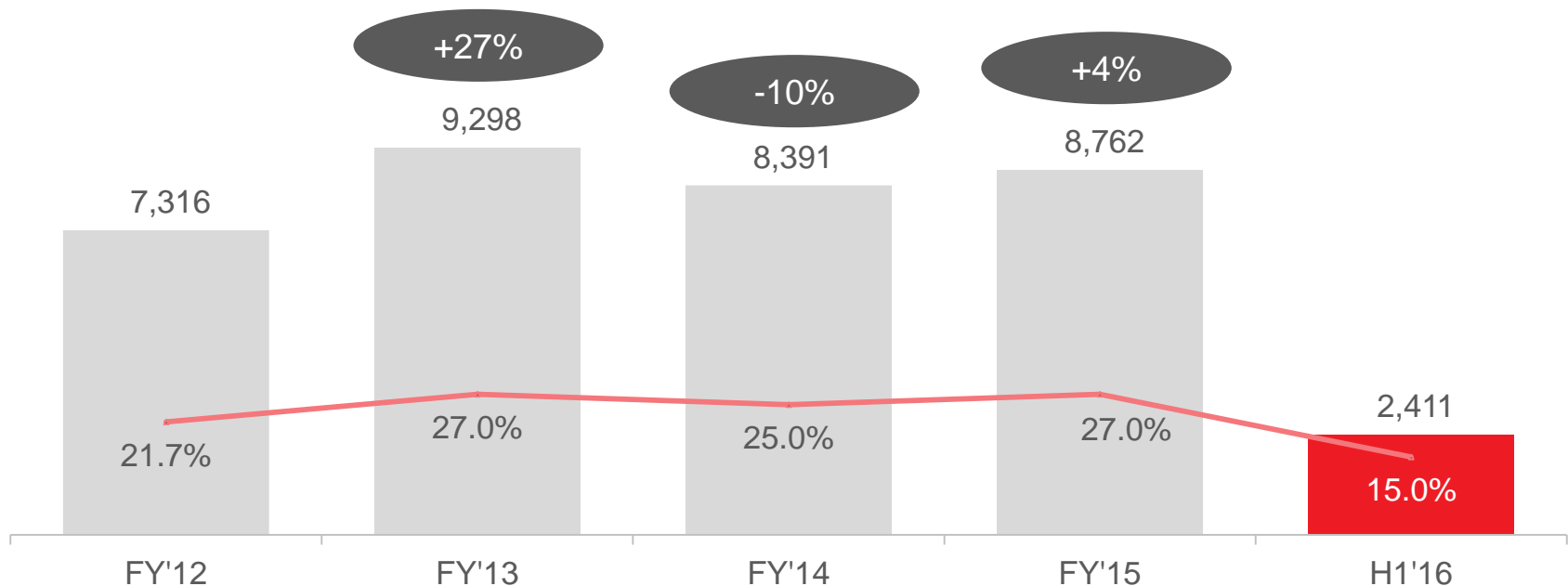


=> Cost Optimization on track for all OpCos



Capital expenditures: Network modernization mainly complete

Total Group CAPEX (QAR m) and CAPEX/Revenue (%)

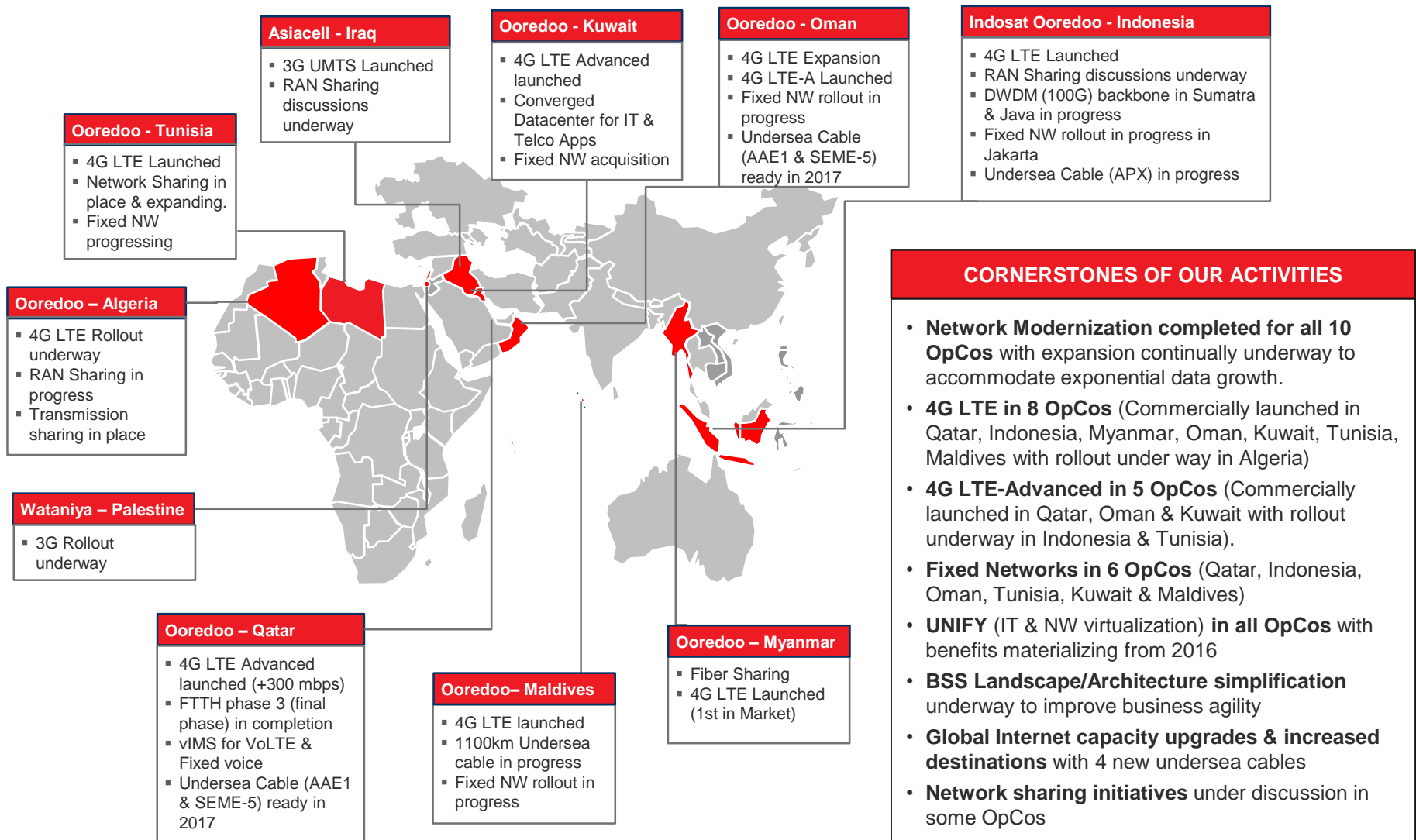


H2 CAPEX will accelerate due to project phasing
FY 2016 Guidance remains unchanged at QAR 6,500-7,500m

* In QAR mill and CAPEX to Sales ratio in %

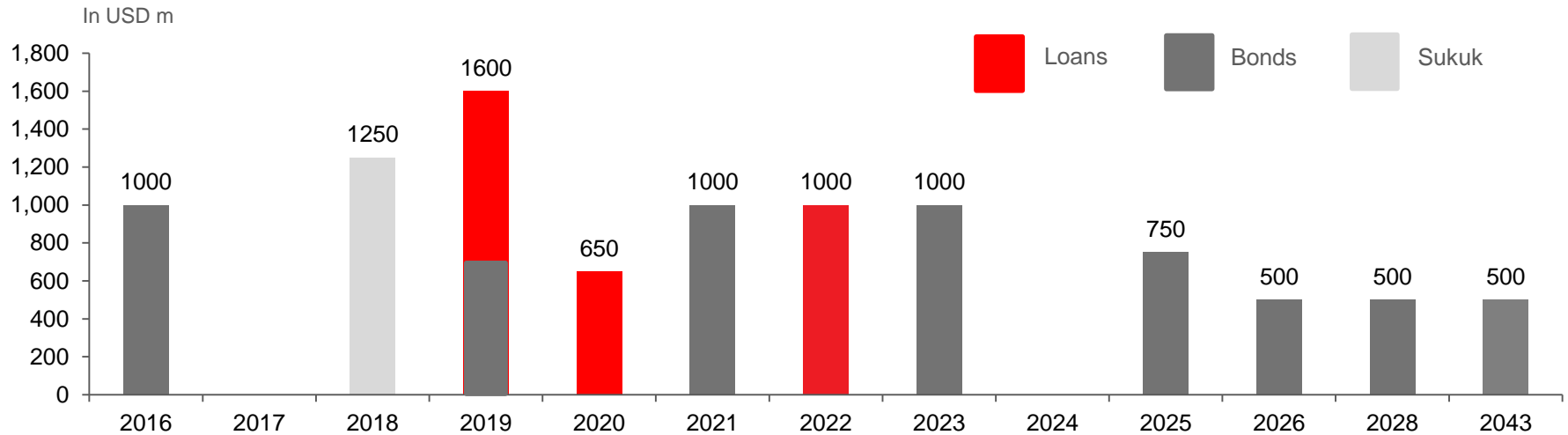


Technology initiatives across Ooredoo Group 2016



Long-term debt profile further improved...

Debt Profile – Ooredoo Q.S.C. Level



Total Loans	USD 2,650m	Total Bonds and Sukuk	USD 7,100m
Outstanding Ooredoo Q.S.C. debt as of 31 August 2016 (before 1Bn repayment)			USD 9,750m

From October 2016 debt will be reduced to USD 8,750m



Key financial risk management issues are addressed...

Debt refinancing / liquidity risk / rating

- No imminent refinancing requirements until Dec 2018
- Current cash levels adequate, smooth long term debt profile.
- **Investment grade credit rating maintained**
Moody's "A2", outlook: stable; S&P "A-", outlook: stable; Fitch "A+", outlook: stable



Interest Rate risk

- Majority in fixed rate debt



Foreign Exchange risk

- Reducing FX debt in OpCos
- Updated Group Treasury policy is in implementation - Hedging levels appropriate



Leverage levels

- **Leverage of 2.3x**, at the upper end of Board guidance of 1.5x – 2.5x (Net Debt to EBITDA)
- **Debt reduction** successfully implemented (sale of non-core assets)



Cash up-streaming

- Iraq (some dividends received, challenges due to unstable banking system)
- Tunisia (dividends to be received in tranches)
- Algeria (1st dividend & shareholder loan repayment commenced in 2015)
- No issues in Oman, Kuwait and Indonesia



...FX transactional risks are mitigated to extent practical

...via funding in local currency at OpCos

Indonesia	<ul style="list-style-type: none">• Medium term transformation of USD/IDR debt mix completed• More than 85% local currency debt achieved• Over the last 2 years, IDR 10t of new local currency bonds issued
Tunisia	<ul style="list-style-type: none">• 100% local currency funding in TND
Algeria	<ul style="list-style-type: none">• 100% local currency funding in DZD
Maldives	<ul style="list-style-type: none">• USD loans with a provision to repay in local currency
Oman	<ul style="list-style-type: none">• Majority local currency loans in OMR
Kuwait	<ul style="list-style-type: none">• 100% local currency loans in KWD
Iraq / Myanmar	<ul style="list-style-type: none">• No long term hedging and local currency debt available• Periodic conversion on spot basis into USD• Vendor contracts in local currency as practical

... foreign currency denominated vendor and other payments (leases etc.) are hedged using:

- plain vanilla instruments to the extent available
- at reasonable costs



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Role of Strategic Sourcing at Ooredoo



Why do we do it?



What does Strategic Sourcing do?

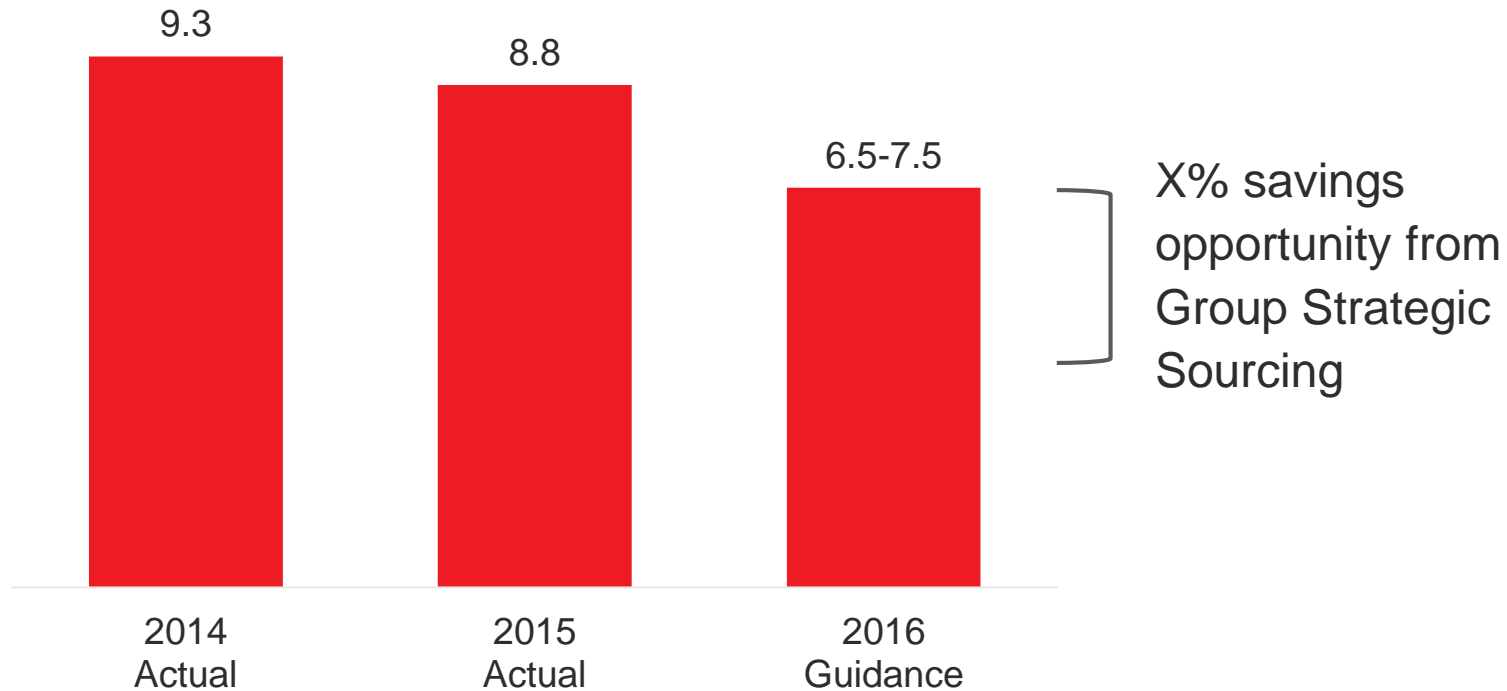


How do we do it?



Why do we do it?

Ooredoo CapEx Spend QAR Bn



Ooredoo will spend QAR 6.5-7.5Bn across the group – this can be optimized



What does Strategic Sourcing do?

Run better tenders

- Group led tenders on major categories (more than 50% of Group CapEx)
- Clear, independent & transparent tender process
- Multi-vendor final negotiations with willingness to “disrupt” current vendor ecosystem
- Top management engagement and support

Leverage group scale

- Using benchmark pricing from around group to achieve savings in other OpCos
- Aggregating demand for greater scale discounts
- Ring-fencing savings results flow to bottom line



How do we do it?



- Increased **visibility & transparency**



- **Best practices**



- **Best-in-class processes**



- Improved **vendor performance**



- **Group price levels** across all OpCos

Excellence in sourcing will support Ooredoo in staying competitive in the global environment



Examples of activities underway - RAN, Core and transmission in selected OpCos

Examples of big tenders across Ooredoo

TUNISIA

- RAN prices recently negotiated
- Significant price reductions achieved
- Best prices within the Group

QATAR

- RAN prices recently negotiated
- Significant price reductions achieved
- Best prices within the Group (for high configuration)

ALGERIA

- LTE/SWAP tender just completed
- Tender covered ~5,000 sites

KUWAIT

- RAN tender under way

INDONESIA

- High prices
- RAN tender under way
- Transport categories tender under way

IRAQ

- RAN tender under way
- Transport categories tender under way

MYANMAR

- RAN tender under way
- Transport categories tender under way

OMAN

- RAN tender under way
- Transport categories tender under way



Savings target of \$190m in 2016 through Strategic Sourcing

Estimated TCO savings in 2016

- Charging and Billing (Group)
- Gensets (Group)
- RAN/Core (OT, OA, OML)
- Managed Services (OA, OML)
- Managed Power (IO)
- IT Boost (OO, OK)

USD
\$190m

Note: (1) Selective, not exhaustive



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Indonesia landscape & teledensity - 2016

Population



259
MILLION

Islands



17 K

Active Mobile
Social Accounts



66
MILLION

Mobile Internet
Penetration



25%

Fixed Phone
Penetration



7%

Fixed Broadband
Penetration



2%

Source: Nielsen, Roland Berger



Indonesia is now in a “Mobile First”/Digital Era



“Smart And Smarter”
Devices



49%
Mobile
Broadband
Penetration



79M
Active Social
Media Accounts



88M
Active Internet
Users



3H 30M
Average Time
Spent On Mobile
Internet



66M
Active Mobile
Social Accounts



188.5M
Visits To Top E-
commerce Sites In
June 2016

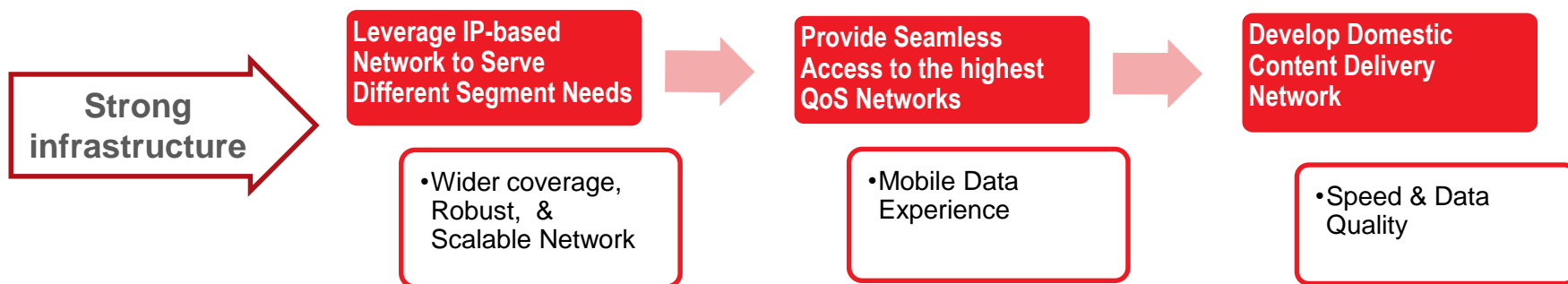
“Mobile First”



Indosat Ooredoo is well positioned

Indosat Ooredoo is an integrated Telco company – a strong player in consumer, B2B and digital space

Providing robust infrastructure to capture value in the mobile data traffic growth



Cellular & B2B



Digital Services

Ads Platform



Billing



Entertainment



Shopping



Cloud storage



Indosat Ooredoo becoming increasingly relevant to customers

Indosat Ooredoo Positioning



We are building Indonesia's leading digital Telco, enabling access and...

1 Liberating products & services

Affordability & Accessibility

2 A data strong network

4G LTE for Everybody

3 We treat our customer like a friend

New Behavior & Customer-centric Experience



What does this mean?

- ✓ New look & feel! New logo & designs, reskinned Galeri/ outlets/ office/ materials
- ✓ Digital customer experience! Revamped digital touch points, Apps Corner
- ✓ New culture & behavior! Can-do attitude, Reform mindset: positive & curious

Indosat Ooredoo becoming increasingly relevant to customers



We are building Indonesia's leading digital Telco, enabling access and...

1 Liberating products & services

2 A data strong network

3 We treat our customer like a friend

From High Variety package offer...

..Becoming Clear and Simple packages

Package	Storage	Bonus	Price
M	2GB	+10GB	Rp 59,000
L	6GB	+10GB	Rp 99,000
XL	10GB	+10GB	Rp 149,000
XXL	20GB	+10GB	Rp 199,000



Indosat Ooredoo becoming increasingly relevant to customers



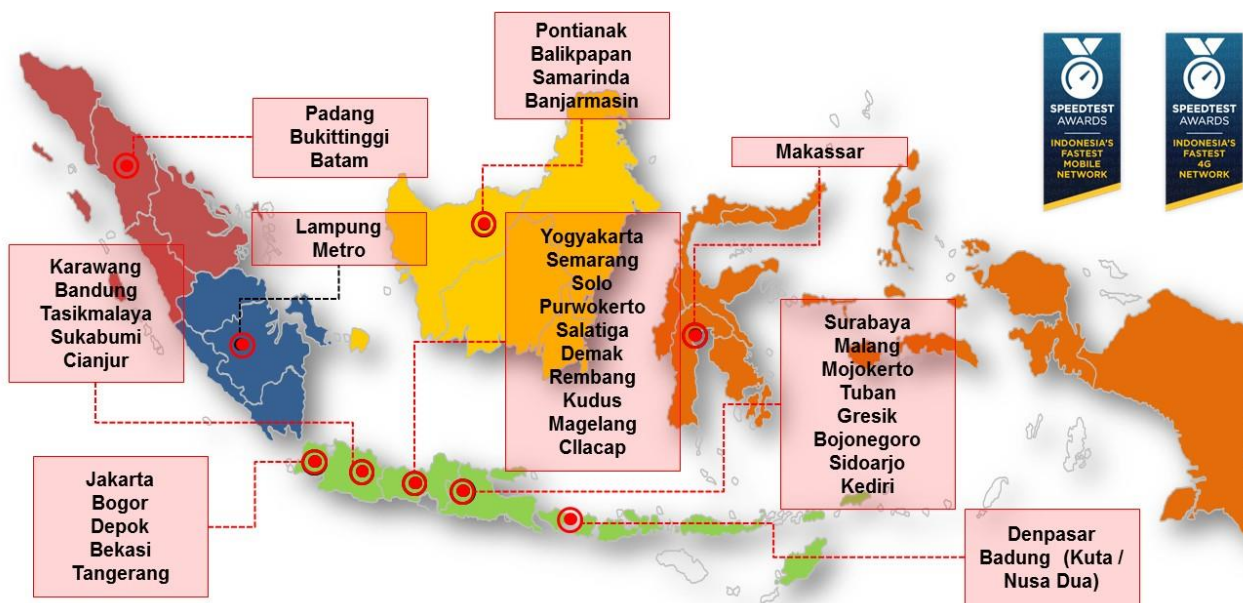
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4G now in 40 Cities covering 43m people



Indosat Ooredoo becoming increasingly relevant to customers

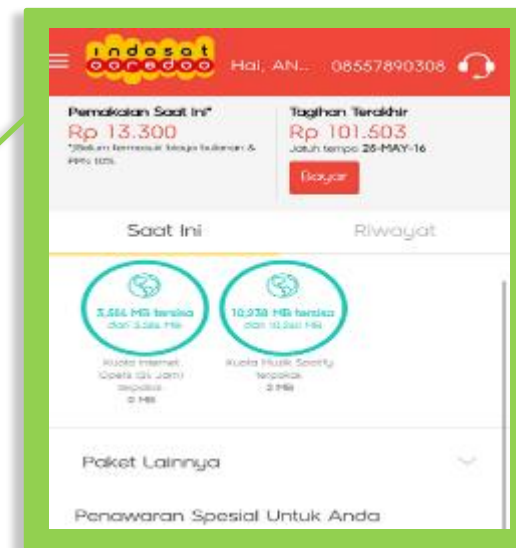


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Enrich customers touch points to customize to simplify experience



Results are progressing positively

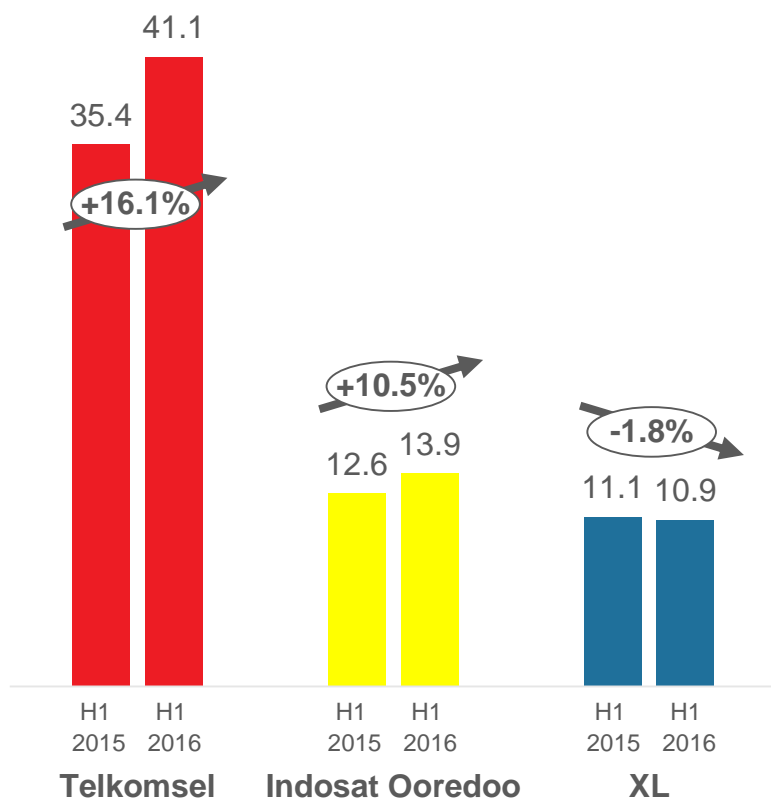
H1 2016 vs. H1 2015 Results

(Results in IDR Bn)	H1 2015	H1 2016	Growth (%)
Operating Revenue	12,620	13,942	10.5%
EBITDA	5,362	6,040	12.6%
EBITDA Margin	42.5%	43.3%	+0.8 ppt
Profit (Loss) attributable to Owners of Parent	-734	428	NA

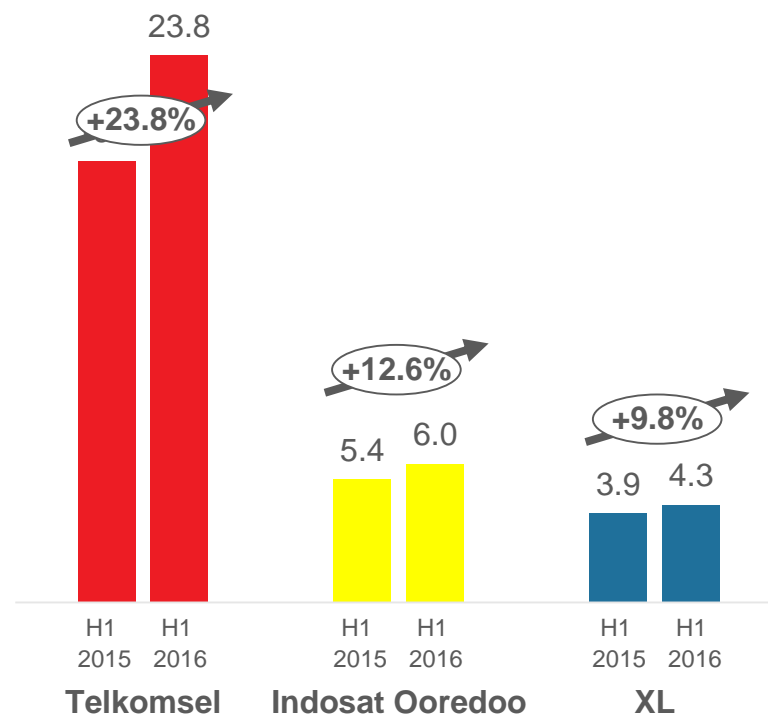
- Double digit Revenue and EBITDA growth YoY in two consecutive quarters supported by growth in all services (voice, SMS, data and VAS).
- Positive bottom line maintained in line with stabilized currency and reduction of USD debt portion.

And doing well versus our competition

Total Revenue by Operator, IDR Tn



EBITDA by Operator, IDR Tn



Looking forward...

Challenges

- Slow speed of change in the regulatory environment
- Maintain the currently reasonable competition landscape
- Up-skill for the digital future

Ambitions

- Secure leadership in the digital space (revenue, customer experience and brand preference)
- Achieve and exceed investor guidance
- Become a significantly stronger No 2 than today

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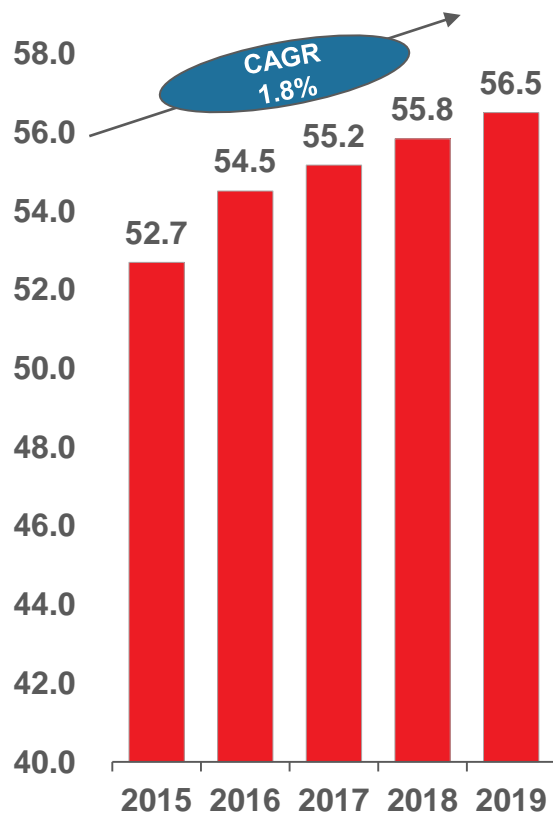
12:45-13:00 Meet the Ooredoo Group Team

13:00-14:00 Lunch

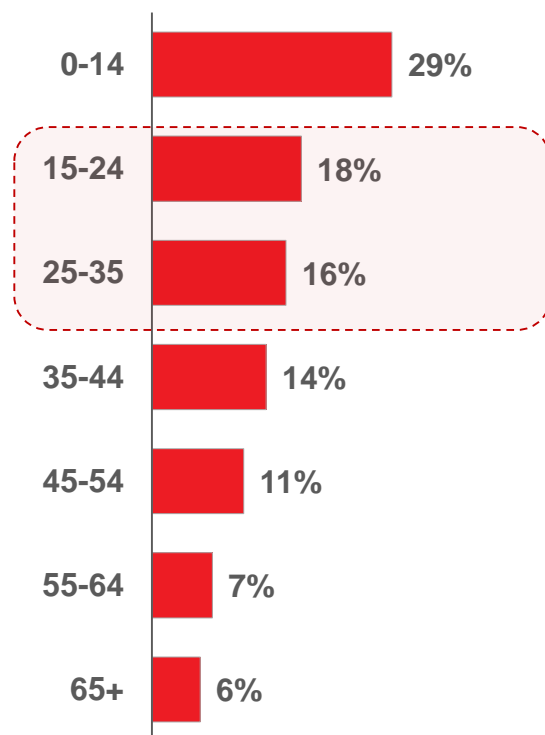


Myanmar: Young population growing at ~2%; poverty to decrease with economic growth

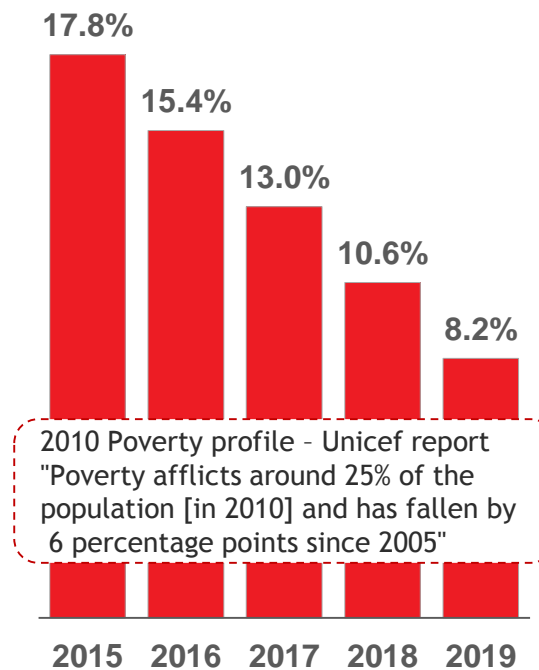
Population forecast
(Million)



Population by age groups
(%)



Population below poverty line (%)



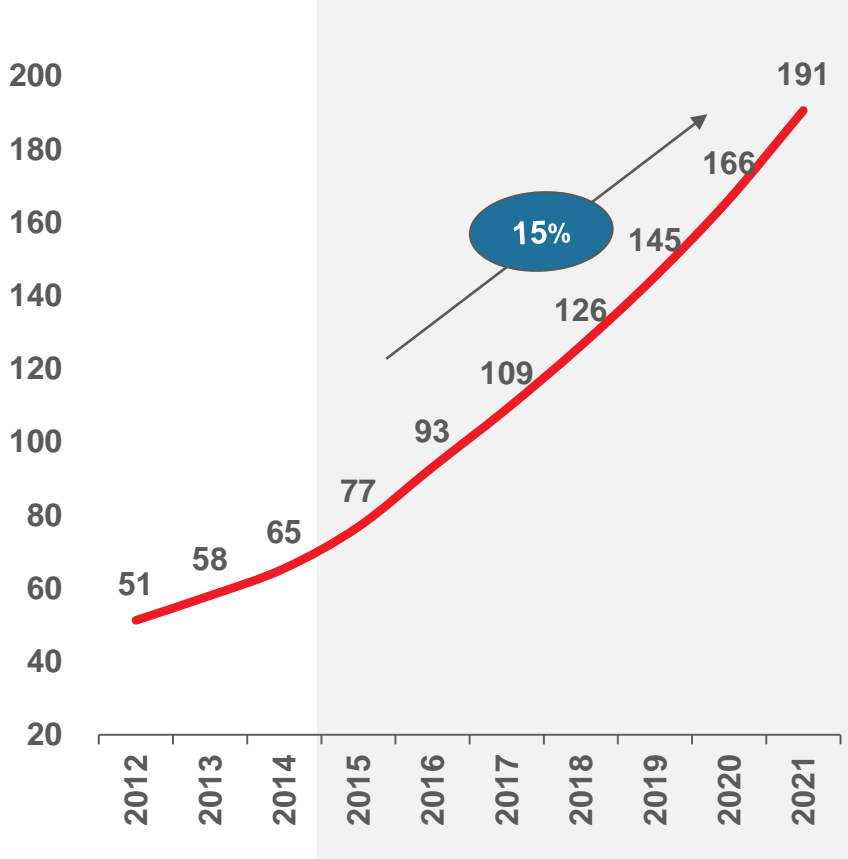
Source: Myanmar statistics bureau, World Bank



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

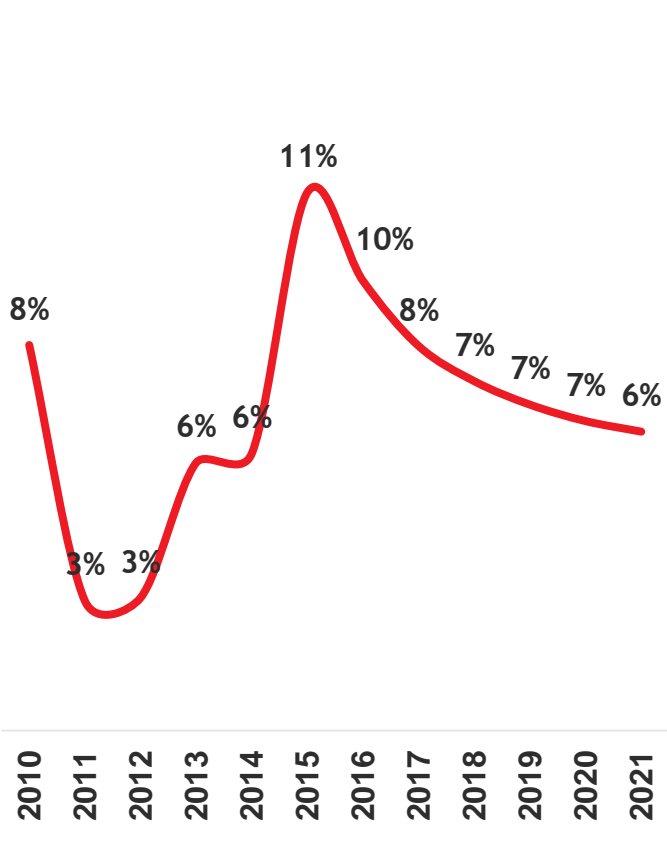
Myanmar Nominal GDP

(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



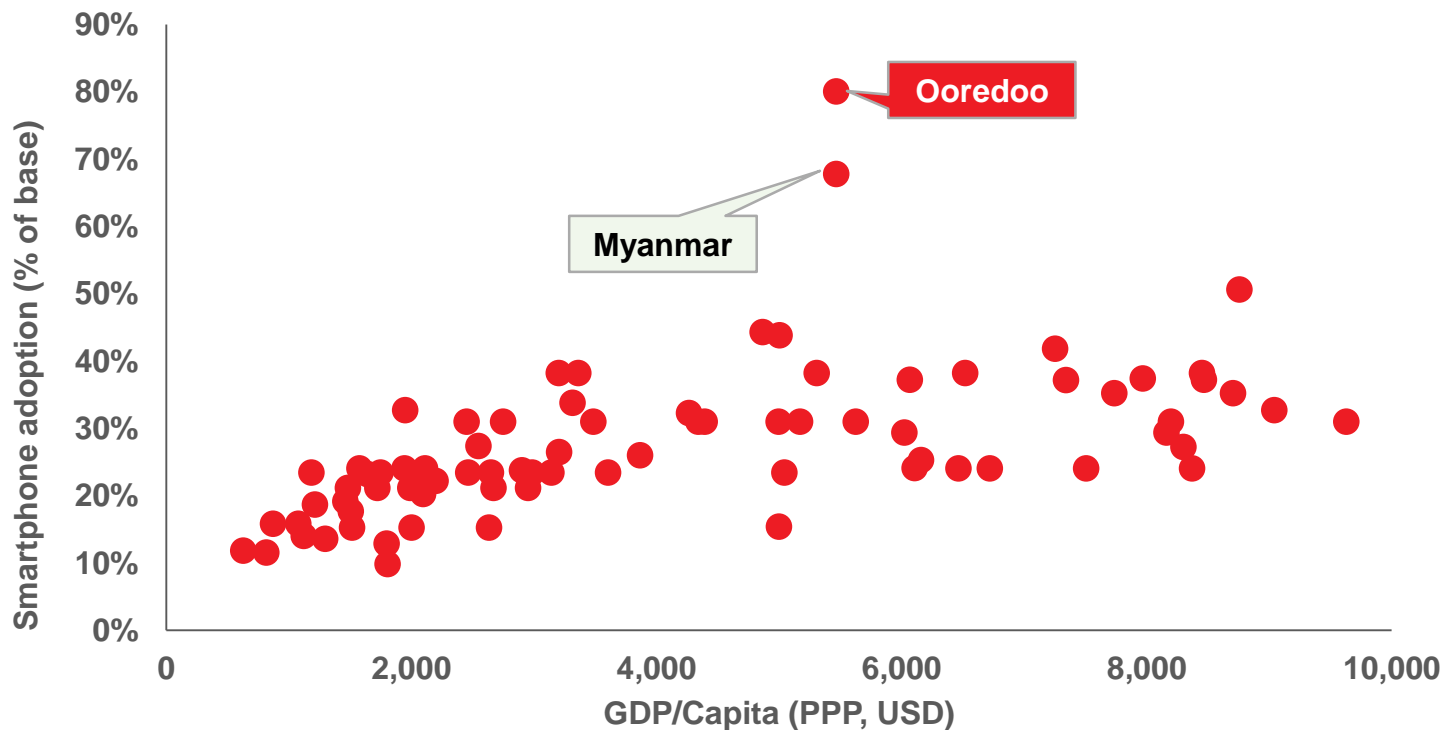
We have a robust fiber network to support data



Ooredoo and Myanmar hare industry-leading in smartphone adoption

Smartphone adoption benchmark – 1Q16

(every dot represents a country)



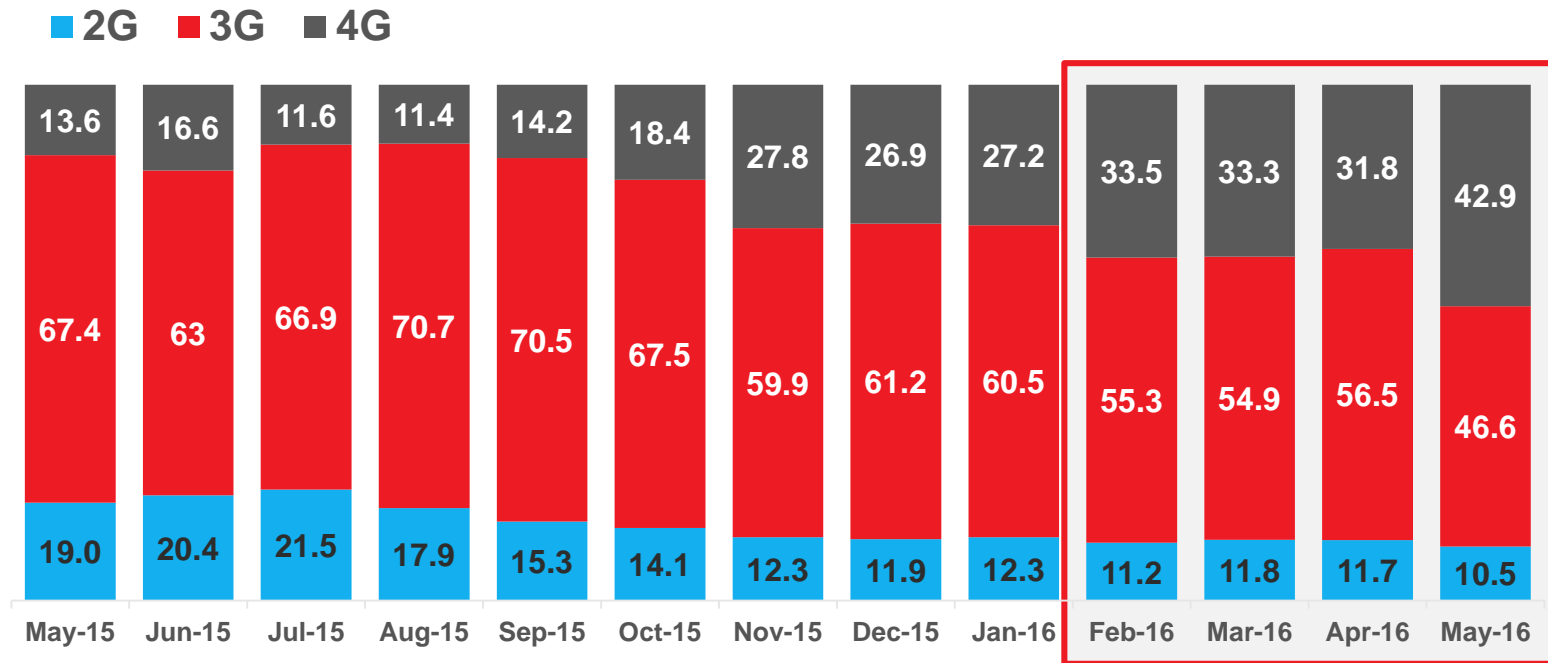
~90% of the total handsets sold in top 3 regions (YGN, NPT, MDY) are smartphones

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



4G LTE devices penetration increasing

% of Handsets sold by Technology, Top 3 regions



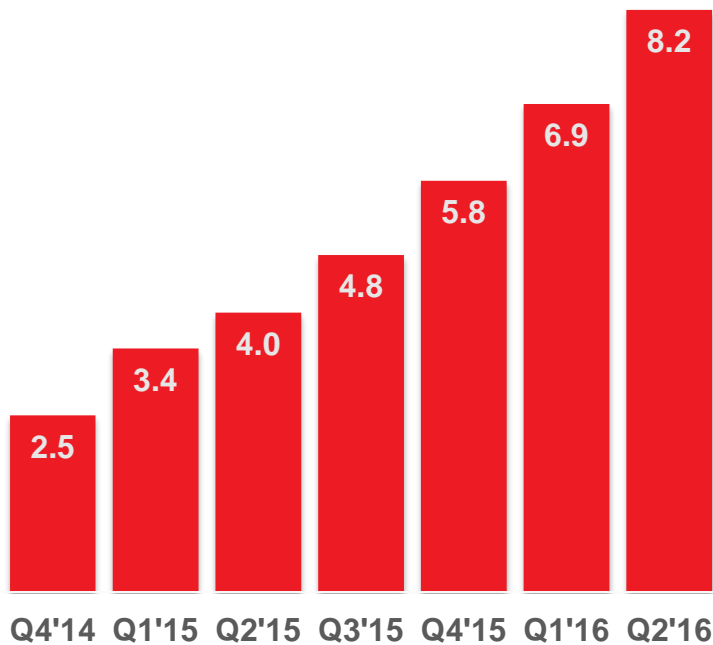
~43% of the total handsets sold in top 3 regions (YGN, NPT, MDY) are 4G LTE phones

Source: GFK study



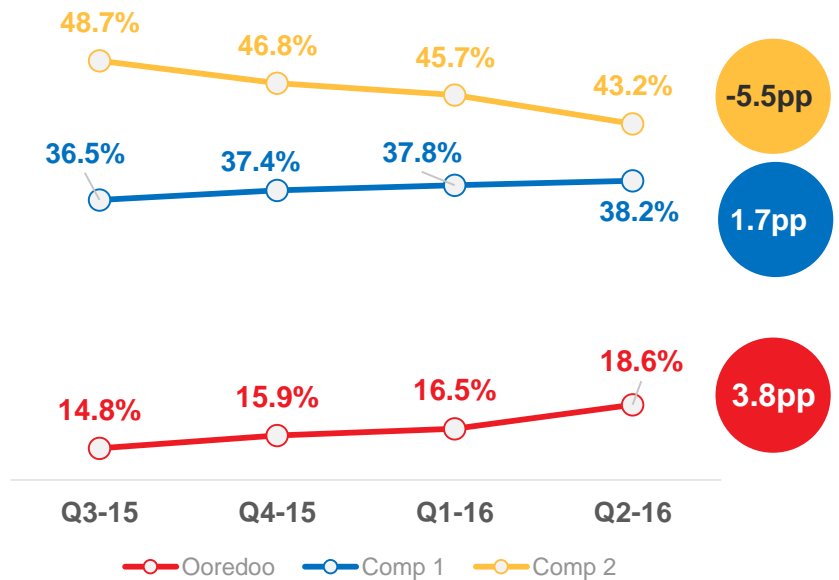
Ooredoo Myanmar has been the fastest growing operator in the last few quarters

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



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.



ooredoo



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.



ooredoo



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.



ooredoo



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

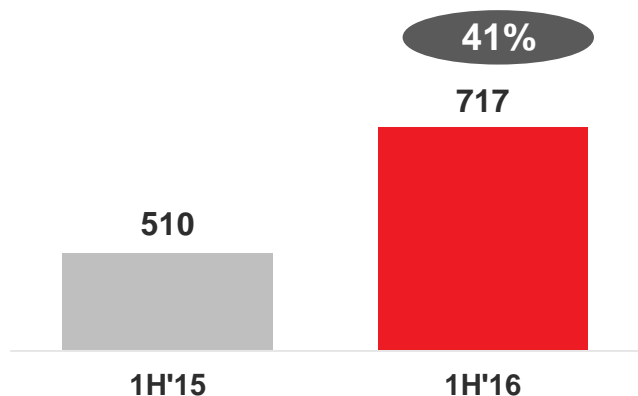
Ambitions

- 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



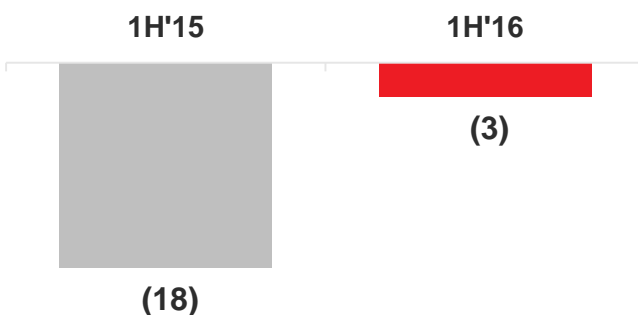
Ooredoo Myanmar H1'16 – Financial highlights

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



Agenda

10:00-10:05 Welcome by IR, Andreas

10:05-10:20 Deputy GCEO - Waleed Al Sayed

10:20-10:40 GCSO - Hans Kuropatwa

10:40-11:00 GCFO - Ajay Bahri

11:00-11:20 Strategic Sourcing - Group Chief Procurement Officer Christian Linhart

11:20-11:35 Indosat Ooredoo update - Caba Pinter, Indosat Ooredoo CFO

11:35-11:50 Myanmar update - Rene Meza, Ooredoo Myanmar CEO

11:50-12:05 Ooredoo Oman update - Greg Young, Ooredoo Oman CEO

12:05-12:40 Q&A (all speakers and attendees as merited)

12:40-12:45 Closing remarks Ooredoo Group IR, Andreas/Sara

12:45-13:00 Meet the Ooredoo Group Team

13:00-14:00 Lunch



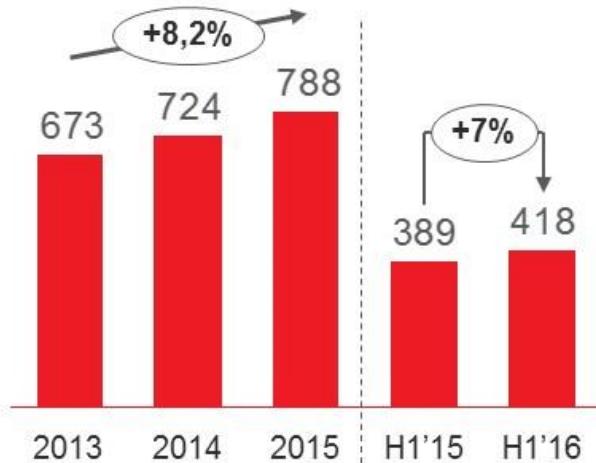
Oman: Young, growing population in a stable economy in process of diversification from oil

- 4.5m People and a historic YoY growth >5%
- 50% less than 30 years old and 45% expats mainly from south-east Asia
- >300k Km² surface and 15 people per Km²
- USD 40,539 GDP/Cap (PPP)
- Annual nominal GDP Growth Rate: 4.6%
- Oil & Gas contributes 51% of total GDP, Currently in the process of diversification mainly focus on Tourism, Logistics, Manufacturing, Agriculture & Fishing



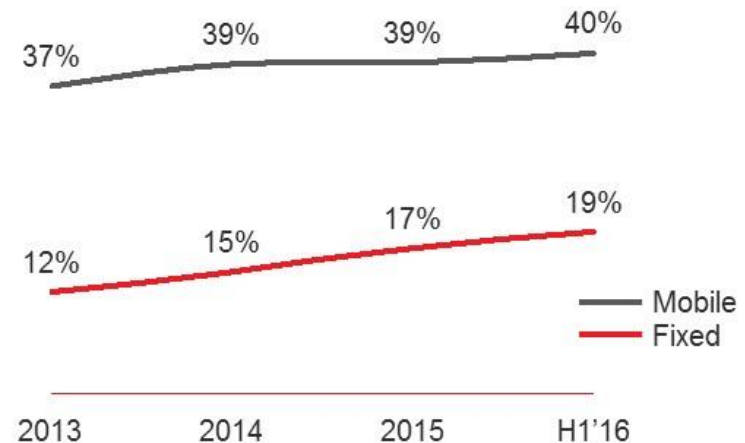
Ooredoo Oman: Consistently beating the competition in a growing market

Total Market Revenues (OMR m)



Ooredoo Oman has captured over 40% share of market growth since 2014

Mobile & Fixed RMS



Mobile RMS ~ 40%
Mobile prepaid market leadership

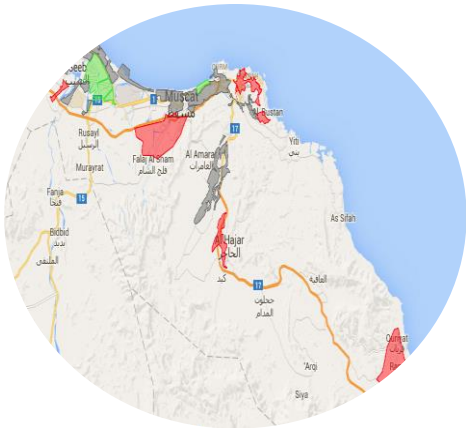


Fixed RMS close to 20%
Optimal portfolio with TD-LTE and Fiber



New regulatory framework and competitive landscape

**Awasr limited to Oman
Broadband Company
(OBC) infrastructure**



**Regulatory framework
more predictable &
transparent**

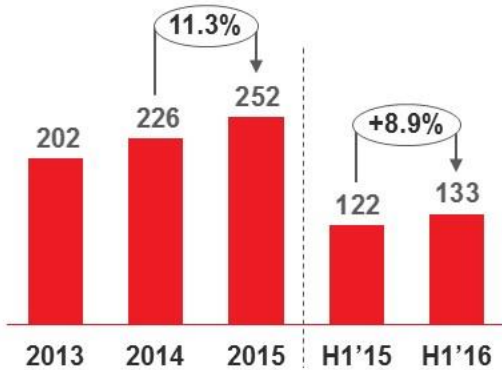


**Consolidation of existing
MVNOs**



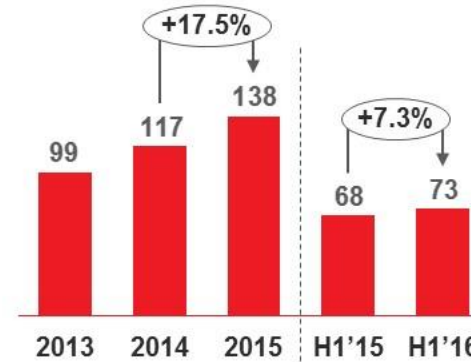
Robust financial and operational evolution

Revenues (OMR m)



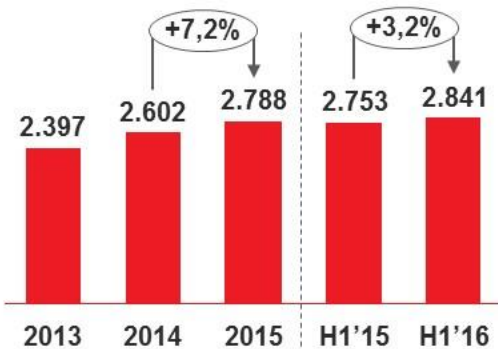
Steady profitable growth since 2013

EBITDA (OMR m)



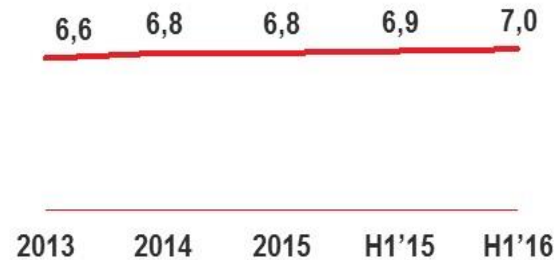
EBITDA margin improvement

Customers (000)



Healthy customer growth

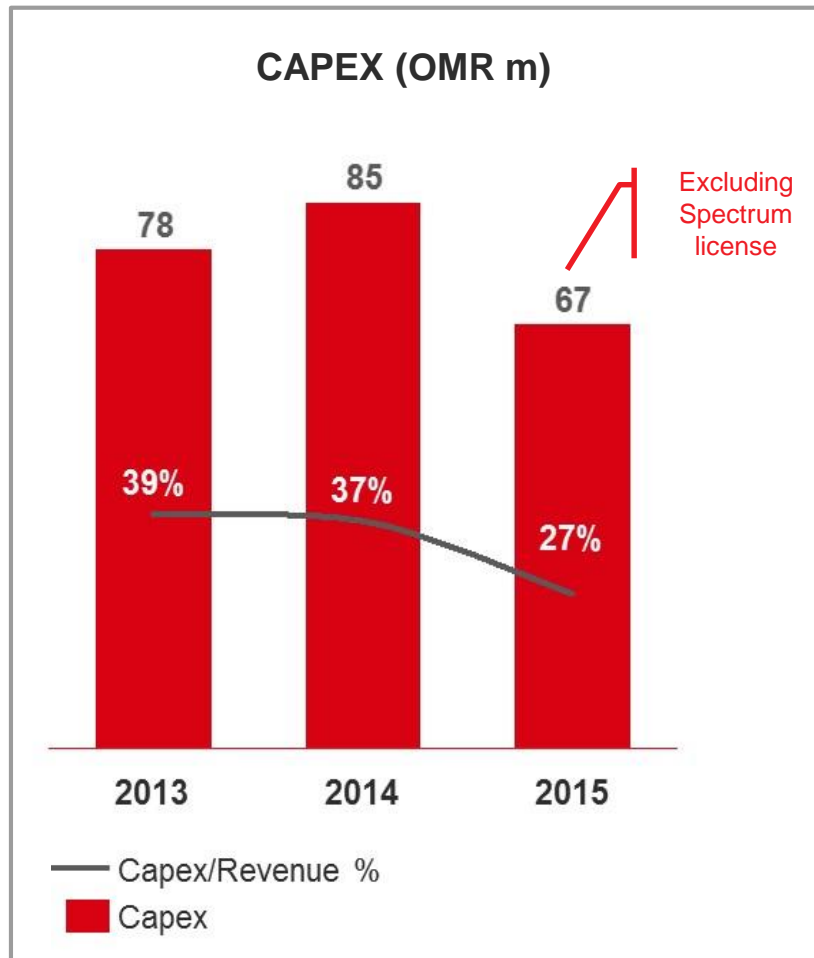
Mobile ARPU (OMR/month)



Stable ARPU



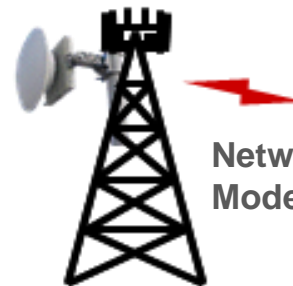
CAPEX: Major infrastructure projects accomplished; capital intensity already reducing



National Fiber Backbone
5,500km



2 Submarine cables
SEA-ME-WE 5 & AAE1



Network Modernization



IT Transformation



Successful market segmentation and commercial edge versus competition

Fiber offers with great value



Salalah Festival offer – tourism event



Special plan for youth segment



Loyalty points for High Value customers



Turn on roaming

Keep your business connected using Muzakr Business or Email Everywhere with 1GB data for as low as E0.15



Roaming offers for frequent travelers

Our app makes everything easier



Digital apps for better customer experience

The lifeline for your business

Fixed line services from Ooredoo 043 44 9999 1988



B2B offers targeting all business segments

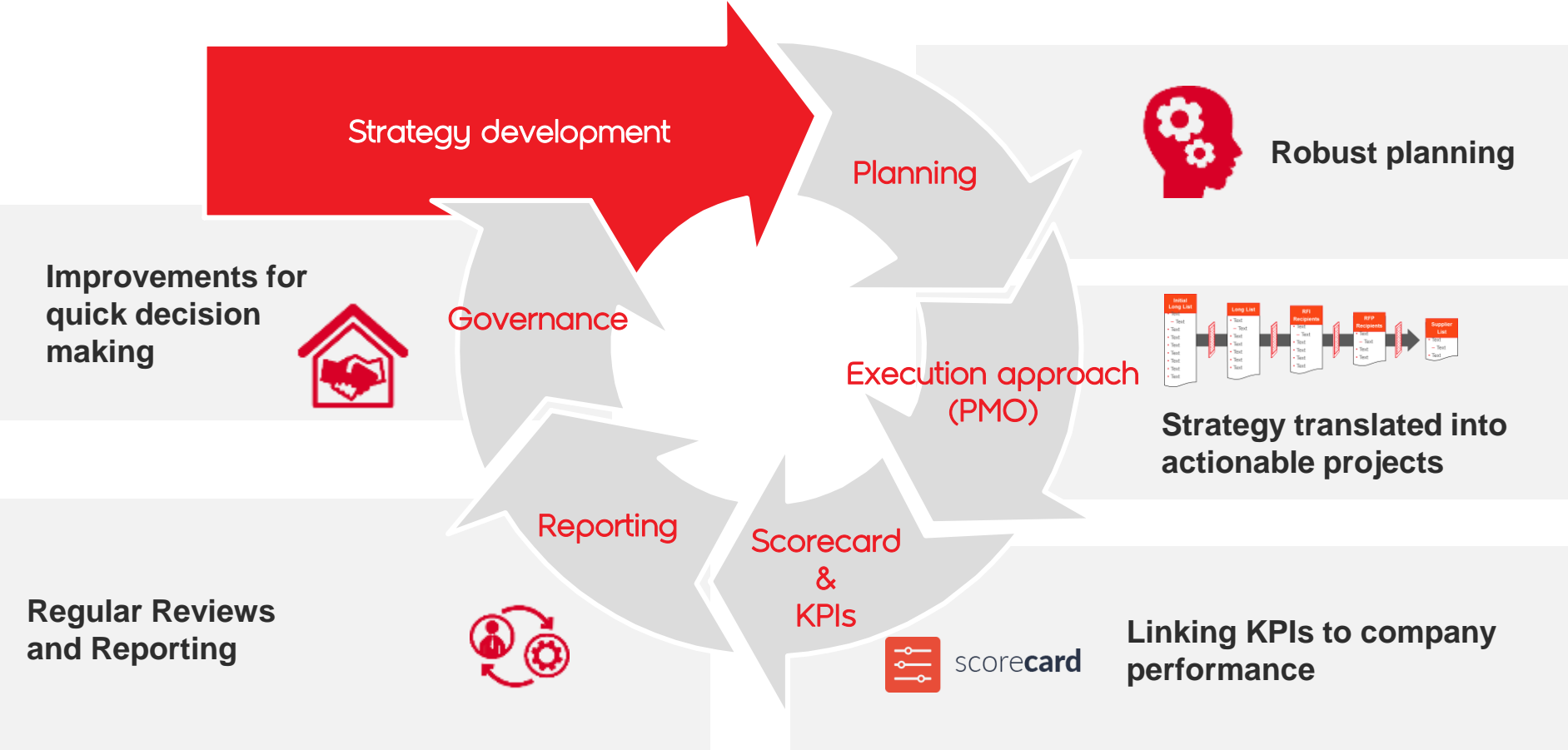
Get your Huawei today!



Device offers

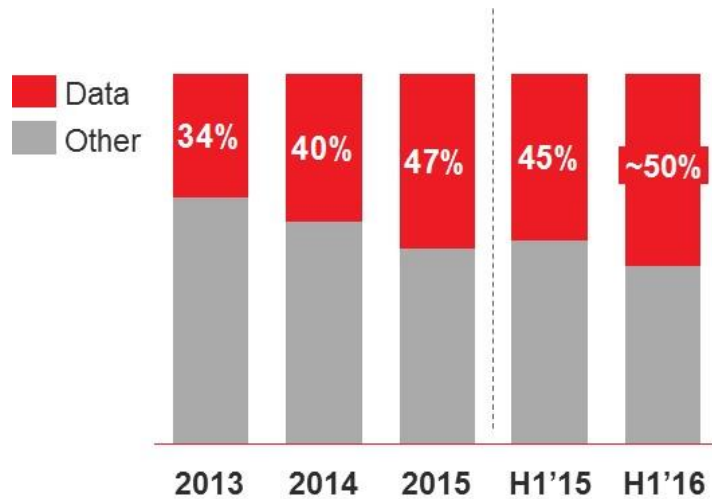


Focused organization to drive implementation



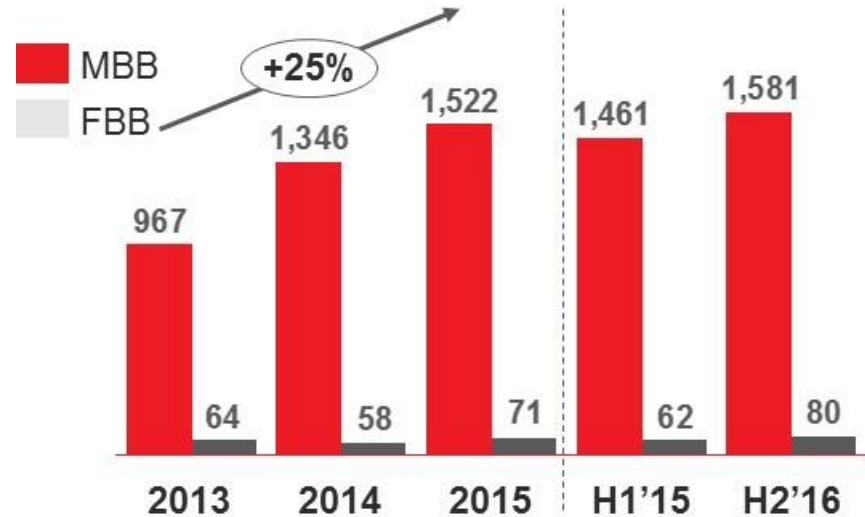
Successful voice to data migration

Data Revenue



50% of revenues already coming from data

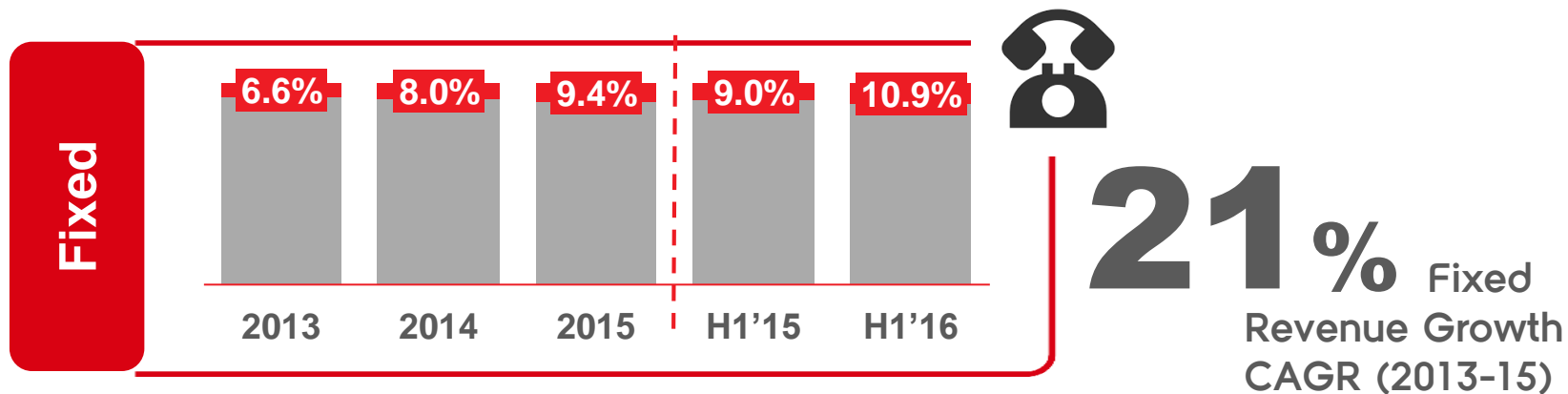
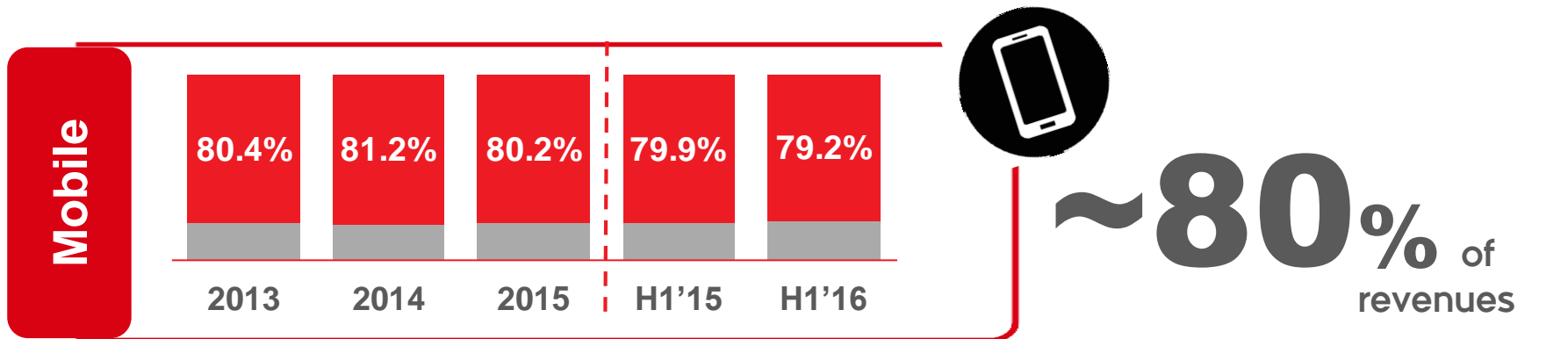
Broadband Customers



25% Annual Growth in MBB customers driven by high smartphone penetration and smart pricing



Revenue diversification: Healthier revenue composition



Looking forward: Strategic focus

Market
Leader

- Maintain our Mobile data leadership through a convergence approach
- Capture our fair share of new revenues streams

Performance
Culture

- Deliver unmatched and Omni-channel customer experience
- Develop a collaboration and transformation culture

Efficient
Models

- Overhaul operations leveraging on Big Data and increase automation
- IT transformation and network virtualization to gain agility and openness to third parties



Thank you

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