

# Ooredoo Group FY 2018 Fact Sheet (all data as of December 31, 2018)

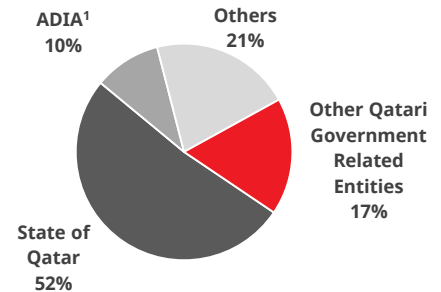
## Group Overview

*"Enriching people's lives as a leading international communications company"*

### Company Ownership Profile

- The Ooredoo Group is a leading fixed and mobile telecommunications operator principally operating in Qatar, Indonesia, Kuwait, Iraq, Algeria, Tunisia, Myanmar and Oman
- Customer base of over 115 million
- Key regions of operation:
  - Middle East & North Africa
  - Asia Pacific
- Incorporated in 1987 and listed on the Qatar Exchange (Doha Securities Market) in 1998:
  - Market capitalization as of December 2018 QAR 21 bn
- Strategic backing by the Qatari government

### Company Ownership Profile



<sup>1</sup>Abu Dhabi Investment Authority

## Group Highlights

### Clear Strategic Path

- Three business lines - consumer mobile, consumer broadband, and corporate managed services
- Key geographies - Middle East and North Africa (MENA), and Asia Pacific

### Strong free cash flow

- Strong free cash flow for the group

### Growth Assets in Emerging Markets

- Customer base is solid, 115 million
- Ooredoo launched the world's first commercially available 5G network in the world
- Ooredoo continues to be a data leader in its markets with 4G networks now available in 8 of Ooredoo's 10 markets
- 9 of our 10 markets are Ooredoo rebranded

### Solid Financials

- Stable revenue numbers
- Stable EBITDA despite challenging market conditions
- Strong credit rating
- Long term balanced debt profile

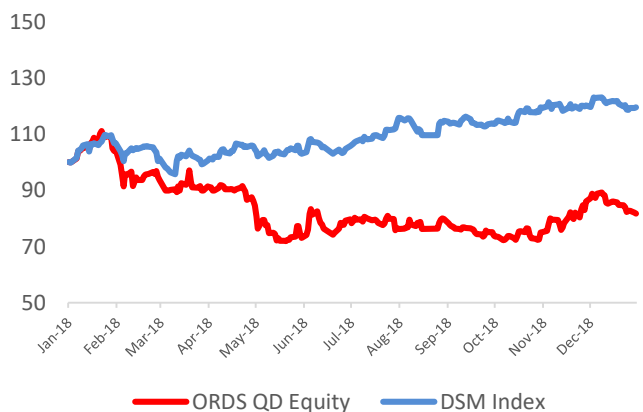
### Top Management Team

- Experienced management team with proven track record
- Consistent strategy and execution / extraction of synergies and value
- Corporate governance in line with international standards

## Financial Results

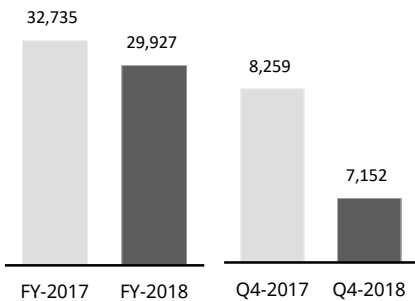
(QARmn)	12M'15	12M'16	12M'17	12M'18
Consolidated revenue	32,161	32,503	32,646	29,927
EBITDA	13,018	13,379	13,640	12,202
Net profit attributable to Ooredoo shareholders	2,118	2,193	1,897	1,565
Earnings per share (QAR)	6.61	6.84	5.92	4.89

## Share Price Performance

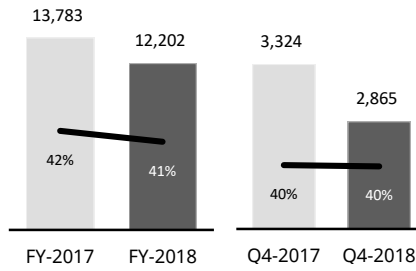


# Group Key Financials (QAR mn)

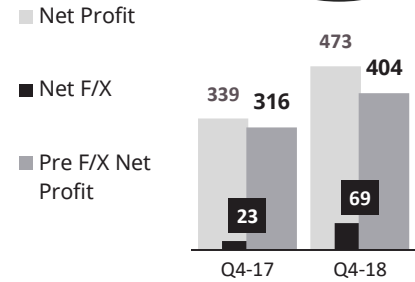
## Revenue



## EBITDA & EBITDA %



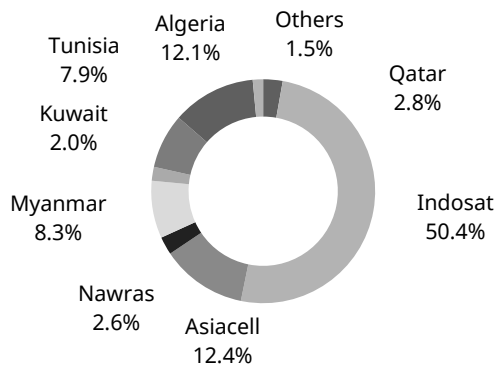
## Net Profit attributable to Ooredoo Shareholders



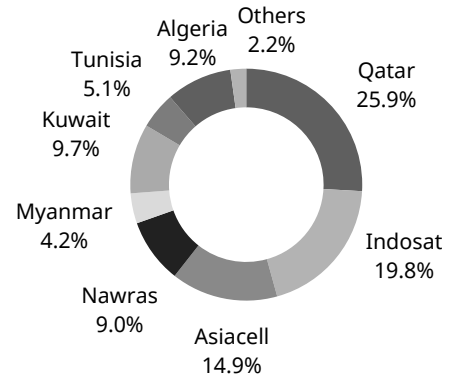
## Ooredoo Group Geographical Presence



## Group Customer Base Breakdown



## Group Revenue Breakdown



## Group Key Milestones

1987	Qtel established	2011	Wataniya Mobile Palestine listed on Palestine Exchange
1998	Listing on Doha Securities Exchange	2012	Ownership stake in Asiacell increased to 53.9%
2005	Nawras (Oman) launched	2012	Ownership stake in Wataniya Group increased to 92.1%
2006	NavLink equity partnership with AT&T	2012	Total ownership stake in Tunisiana increased to 90%
2007	Wataniya Group acquisition	2013	Asiacell listed on Iraqi Exchange
2007	Successful Asiacell (Iraq) bid for 15-year license	2013	Ownership stake in Asiacell increased to 64.1%
2007	Investment in Asia Mobile Holdings (Singapore)	2013	Re-branding of the Group under the "Ooredoo" brand
2008	Initial investment in Indosat (Indonesia)	2014	Launch of Myanmar operations
2009	Ownership stake in Indosat increased to 65%	2015	Launch of 3G in Iraq
2010	Nawras listed on Muscat Stock Market	2017	Ooredoo Maldives completed the listing of its shares on the Maldives Stock Exchange on 9 August, 2017.
2011	Wataniya Group ownership stake in Tunisiana increased to 75%	2018	Wataniya Mobile has officially rebranded as Ooredoo Palestine.