

Operating Results by Operations in QR Millions



	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	6M 2023	6M 2022
<b>OOREDOO GROUP</b>								
Revenue	5,545.0	5,541.4	5,767.1	5,844.7	5,635.4	5,773.5	11,408.9	11,086.4
EBITDA	2,333.0	2,490.6	2,312.8	2,238.4	2,407.7	2,403.9	4,811.6	4,823.6
% EBITDA	42%	45%	40%	38%	43%	42%	42%	44%
<b>NET PROFIT</b>	767.0	931.2	700.1	362.5	1,128.9	967.2	2,096.1	1,698.3
Net Profit to Ooredoo shareholders	670.9	827.1	585.3	277.0	960.6	834.3	1,794.9	1,498.0
Capex	371.6	593.1	590.1	1,174.0	395.6	476.9	872.5	964.8
Capex/ Revenue (%)	7%	11%	10%	20%	7%	8%	8%	9%
<b>Qatar operation</b>								
Revenue	1,887.2	1,899.0	1,952.1	2,221.8	1,947.9	1,817.9	3,765.8	3,786.2
EBITDA	977.0	953.0	910.6	988.2	988.2	822.1	1,810.3	1,930.0
% EBITDA	52%	50%	47%	44%	51%	45%	48%	51%
Capex	93.4	159.9	201.7	306.4	56.1	110.8	166.9	253.2
Capex/ Revenue (%)	5%	8%	10%	14%	3%	6%	4%	7%
<b>Iraq</b>								
Revenue	882.8	862.9	967.1	960.7	938.5	1,085.0	2,023.5	1,745.7
EBITDA	383.1	372.0	428.2	397.1	422.4	502.9	925.3	755.1
% EBITDA	43%	43%	44%	41%	45%	46%	46%	43%
Capex	67.3	68.9	81.0	204.1	74.7	88.8	163.5	136.2
Capex/ Revenue (%)	8%	8%	8%	21%	8%	8%	8%	8%
<b>Oman</b>								
Revenue	612.8	609.3	643.6	577.6	623.6	606.0	1,229.6	1,222.1
EBITDA	321.2	328.8	332.5	292.6	294.2	293.7	587.9	650.1
% EBITDA	52%	54%	52%	51%	47%	48%	48%	53%
Capex	52.6	101.5	100.5	208.8	97.1	79.7	176.7	154.0
Capex/ Revenue (%)	9%	17%	16%	36%	16%	13%	14%	13%
<b>Myanmar</b>								
Revenue	271.7	273.4	252.6	239.8	223.7	214.3	438.0	545.1
EBITDA	120.6	107.1	90.8	85.3	83.8	88.2	172.0	227.7
% EBITDA	44%	39%	36%	36%	37%	41%	39%	42%
Capex	12.7	22.5	15.9	16.1	5.2	11.6	16.9	35.2
Capex/ Revenue (%)	5%	8%	6%	7%	2%	5%	4%	6%
<b>WATANIYA GROUP</b>								
Revenue	1,837.6	1,822.7	1,877.0	1,837.2	1,846.7	1,932.9	3,779.6	3,660.3
EBITDA	671.3	670.7	714.0	630.7	658.9	717.8	1,376.7	1,342.0
% EBITDA	37%	37%	38%	34%	36%	37%	36%	37%
Capex	144.3	238.4	187.0	435.4	159.3	186.9	346.2	382.7
Capex/ Revenue (%)	8%	13%	10%	24%	9%	10%	9%	10%
<b>Kuwait</b>								
Revenue	692.6	706.5	704.5	705.7	708.7	751.3	1,459.9	1,399.1
EBITDA	197.8	222.1	212.8	217.6	228.5	222.4	450.9	419.9
% EBITDA	29%	31%	30%	31%	32%	30%	31%	30%
Capex	21.4	57.6	55.5	85.8	28.3	43.9	72.2	79.0
Capex/ Revenue (%)	3%	8%	8%	12%	4%	6%	5%	6%
<b>Tunisia</b>								
Revenue	379.6	361.9	379.3	347.7	343.7	363.0	706.7	741.5
EBITDA	163.0	160.8	173.7	153.6	99.7	147.4	247.1	323.8
% EBITDA	43%	44%	46%	44%	29%	41%	35%	44%
Capex	24.0	74.2	38.0	55.9	50.2	55.1	105.3	98.2
Capex/ Revenue (%)	6%	21%	10%	16%	15%	15%	15%	13%
<b>Algeria</b>								
Revenue	545.6	539.6	573.5	562.9	572.1	598.2	1,170.3	1,085.2
EBITDA	207.8	188.8	228.3	162.2	223.2	240.3	463.5	396.6
% EBITDA	38%	35%	40%	29%	39%	40%	40%	37%
Capex	90.9	82.8	71.9	227.6	67.9	57.0	124.8	173.7
Capex/ Revenue (%)	17%	15%	13%	40%	12%	10%	11%	16%
<b>Maldives</b>								
Revenue	115.1	109.9	111.3	118.2	121.3	118.5	239.8	225.0
EBITDA	62.9	60.7	58.7	61.4	66.9	66.1	133.0	123.7
% EBITDA	55%	55%	53%	52%	55%	56%	55%	55%
Capex	4.7	14.9	13.2	56.8	7.8	21.9	29.7	19.6
Capex/ Revenue (%)	4%	14%	12%	48%	6%	18%	12%	9%
<b>Palestine</b>								
Revenue	104.7	104.8	108.4	102.7	100.8	101.9	202.7	209.5
EBITDA	39.8	38.4	40.6	36.1	40.7	41.7	82.4	78.2
% EBITDA	38%	37%	37%	35%	40%	41%	41%	37%
Capex	3.4	8.9	8.4	9.3	5.1	9.0	14.1	12.3
Capex/ Revenue (%)	3%	8%	8%	9%	5%	9%	7%	6%

Note: 1. Ooredoo Group reflects the consolidated results including share in associates, joint venture and intra-group adjustments.

## Operating Results by Operations in Local Currency Millions



	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023
<b>Iraq</b>						
Revenue	357,852	350,432	392,337	395,219	385,876	<b>393,316</b>
EBITDA	155,282	151,101	173,720	163,037	173,308	<b>182,299</b>
% EBITDA	43%	43%	44%	41%	45%	<b>46%</b>
Capex	27,230	28,023	32,849	85,766	27,085	<b>32,191</b>
Capex/ Revenue (%)	8%	8%	8%	22%	7%	<b>8%</b>
<b>Myanmar</b>						
Revenue	132,639	138,360	138,129	138,280	135,662	<b>144,914</b>
EBITDA	58,882	54,178	49,368	49,164	50,960	<b>59,693</b>
% EBITDA	44.4%	39.2%	35.7%	35.6%	37.6%	<b>41.2%</b>
Capex	6,188	11,400	9,150	9,284	3,489	<b>7,801</b>
Capex/ Revenue (%)	5%	8%	7%	7%	3%	<b>5%</b>
<b>Kuwait</b>						
Revenue	57.6	59.4	59.6	59.7	59.6	<b>63.3</b>
EBITDA	16.5	18.7	18.0	18.4	19.2	<b>18.7</b>
% EBITDA	29%	31%	30%	31%	32%	<b>30%</b>
Capex	1.8	4.8	4.7	7.2	2.4	<b>3.7</b>
Capex/ Revenue (%)	3%	8%	8%	12%	4%	<b>6%</b>
<b>Tunisia</b>						
Revenue	303	303	332	307	293	<b>307</b>
EBITDA	130	135	152	135	85	<b>125</b>
% EBITDA	43%	44%	46%	44%	29%	<b>41%</b>
Capex	19	63	34	49	43	<b>47</b>
Capex/ Revenue (%)	6%	21%	10%	16%	15%	<b>15%</b>
<b>Algeria</b>						
Revenue	21,117	21,492	22,566	21,516	21,420	<b>22,322</b>
EBITDA	8,041	7,523	8,985	6,217	8,357	<b>8,966</b>
% EBITDA	38%	35%	40%	29%	39%	<b>40%</b>
Capex	3,556	3,318	2,779	8,609	2,537	<b>2,127</b>
Capex/ Revenue (%)	17%	15%	12%	40%	12%	<b>10%</b>

## Total Customers by Operation (number)



	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
<b>QATAR</b>						
Postpaid	795,119	797,862	818,903	871,953	813,270	799,195
Prepaid*	2,069,111	2,026,133	2,009,745	2,415,678	2,231,460	1,809,769
Fixed Line	344,444	347,906	364,873	353,433	346,530	344,832
<b>Total Customers*</b>	<b>3,208,674</b>	<b>3,171,901</b>	<b>3,193,521</b>	<b>3,641,064</b>	<b>3,391,260</b>	<b>2,953,796</b>
<b>IRAQ</b>						
<b>Prepaid</b>	<b>16,106,252</b>	<b>16,325,725</b>	<b>17,128,279</b>	<b>17,094,372</b>	<b>17,046,372</b>	<b>17,093,080</b>
<b>OMAN</b>						
Postpaid	633,288	672,610	715,114	750,971	750,975	745,700
Prepaid	2,026,143	2,072,157	2,016,188	2,126,672	2,121,628	2,188,448
Fixed Line	165,676	161,651	158,290	156,963	157,952	158,663
<b>Total Customers</b>	<b>2,825,107</b>	<b>2,906,418</b>	<b>2,889,592</b>	<b>3,034,606</b>	<b>3,030,555</b>	<b>3,092,811</b>
<b>MYANMAR</b>						
Postpaid	25,755	25,755	23,421	29,363	29,816	28,975
Prepaid	9,001,534	8,235,821	7,542,506	7,500,665	8,299,401	8,427,712
<b>Total Customers</b>	<b>9,027,289</b>	<b>8,261,576</b>	<b>7,565,927</b>	<b>7,530,028</b>	<b>8,329,217</b>	<b>8,456,687</b>
<b>WATANIYA GROUP</b>						
Postpaid	2,398,873	2,412,976	2,431,745	2,460,028	2,499,902	2,549,232
Prepaid	20,410,050	20,253,632	20,819,635	20,775,160	20,748,269	20,609,891
Wireless Broadband	1,292,822	1,332,721	1,332,695	1,289,701	1,301,813	1,292,729
Fixed Line	121,702	126,087	132,414	141,878	148,020	156,744
<b>Total Customers</b>	<b>24,223,447</b>	<b>24,125,416</b>	<b>24,716,489</b>	<b>24,666,767</b>	<b>24,698,004</b>	<b>24,608,596</b>
<b>KUWAIT</b>						
Postpaid	492,201	502,213	512,075	515,107	515,596	516,187
Prepaid	1,303,638	1,328,476	1,434,798	1,467,355	1,525,416	1,581,292
Wireless Broadband	767,347	803,547	789,094	725,140	737,736	729,110
<b>Total Customers</b>	<b>2,563,186</b>	<b>2,634,236</b>	<b>2,735,967</b>	<b>2,707,602</b>	<b>2,778,748</b>	<b>2,826,589</b>
<b>TUNISIA</b>						
Postpaid	595,504	603,010	609,667	615,873	619,793	633,563
Prepaid	5,991,084	5,866,800	6,170,492	6,067,863	6,028,963	5,847,395
Wireless Broadband	320,561	320,880	343,905	354,757	361,846	365,756
Fixed Line	78,711	80,307	83,117	89,379	93,728	101,677
<b>Total Customers</b>	<b>6,985,860</b>	<b>6,870,997</b>	<b>7,207,181</b>	<b>7,127,872</b>	<b>7,104,330</b>	<b>6,948,391</b>
<b>ALGERIA</b>						
Postpaid	1,108,797	1,098,327	1,095,570	1,104,967	1,129,565	1,157,093
Prepaid	11,647,670	11,587,618	11,739,278	11,753,507	11,705,142	11,697,810
Wireless Broadband	170,248	173,420	165,485	175,485	167,752	165,528
<b>Total Customers</b>	<b>12,926,715</b>	<b>12,859,365</b>	<b>13,000,333</b>	<b>13,033,959</b>	<b>13,002,459</b>	<b>13,020,431</b>
<b>MALDIVES</b>						
Postpaid	77,607	80,310	82,248	84,862	87,746	89,222
Prepaid	214,864	213,712	208,967	215,696	225,889	221,481
Wireless Broadband	34,666	34,874	34,211	34,319	34,479	32,335
Fixed Line	42,991	45,780	49,297	52,499	54,292	55,067
<b>Total Customers</b>	<b>370,128</b>	<b>374,676</b>	<b>374,723</b>	<b>387,376</b>	<b>402,406</b>	<b>398,105</b>
<b>PALESTINE</b>						
<b>Total Customers</b>	<b>1,377,558</b>	<b>1,386,142</b>	<b>1,398,285</b>	<b>1,409,958</b>	<b>1,410,061</b>	<b>1,415,080</b>
<b>Total Consolidated Customers</b>	<b>55,390,769</b>	<b>54,791,036</b>	<b>55,493,808</b>	<b>55,966,837</b>	<b>56,495,408</b>	<b>56,204,970</b>

\*Qatar Prepaid customer definition has been changed in Q2 2023 to include 90-day active customers from 365-day previously. On a like-for-like basis, total customers in Qatar were up by 1% YoY.

## Consolidated Customer Status as at 30 June 2023



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	799,195	1,809,769	-	344,832	-	2,953,796	100%	2,953,796
Iraq	-	17,093,080	-	-	-	17,093,080	64.1%	10,949,827
Oman	745,700	2,188,448	-	158,663	-	3,092,811	55%	1,701,046
Myanmar	28,975	8,427,712	-	-	-	8,456,687	100.0%	8,456,687
Kuwait	516,187	1,581,292	729,110	-	-	2,826,589	92.1%	2,603,288
Tunisia	633,563	5,847,395	365,756	101,677	-	6,948,391	84.1%	5,843,597
Algeria	1,157,093	11,697,810	165,528	-	-	13,020,431	74.4%	9,687,201
Maldives	89,222	221,481	32,335	55,067	-	398,105	83.3%	331,781
Palestine	-	-	-	-	-	1,415,080	45.4%	642,140
<b>Total Active Customers</b>						<b>56,204,970</b>		<b>43,169,362</b>

## Quarterly ARPU by Operation in Qatari Riyal

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
<b>QATAR</b>						
Postpaid*	277.5	275.3	275.2	269.0	260.4	264.6
Prepaid*	43.9	41.4	40.8	41.1	33.3	33.5
BLENDDED ARPU*	114.3	113.0	114.3	109.7	100.4	104.2
Fixed Line	51.3	47.2	44.6	45.2	44.7	42.6
<b>IRAQ</b>						
Prepaid	17.2	16.1	19.3	18.8	19.6	21.8
<b>OMAN</b>						
Postpaid	101.6	99.4	96.9	92.5	95.0	91.5
Prepaid	24.5	25.2	24.3	18.6	21.2	21.4
BLENDDED ARPU	42.2	43.2	41.3	37.9	40.5	39.5
Fixed Line	305.3	313.8	317.3	313.9	309.8	310.4
<b>KUWAIT</b>						
Postpaid	172.8	176.2	181.0	176.1	169.7	171.0
Prepaid	34.8	34.0	34.0	33.7	32.8	35.1
Wireless Broadband	36.2	37.1	34.8	38.4	43.1	41.6
BLENDDED ARPU	61.8	62.3	62.0	61.8	61.3	61.7
<b>TUNISIA</b>						
Postpaid	21.3	19.7	21.2	19.1	16.5	17.0
Prepaid	13.5	13.2	13.6	12.1	11.9	12.8
Wireless Broadband	34.5	30.0	32.5	28.4	28.7	29.6
BLENDDED ARPU	15.1	14.6	15.2	13.5	13.1	14.1
<b>ALGERIA</b>						
Postpaid	33.9	33.4	33.9	34.0	34.2	35.5
Prepaid	12.1	12.0	12.9	12.6	12.8	13.3
Wireless Broadband	14.4	13.4	14.3	15.0	13.3	13.0
BLENDDED ARPU	14.0	13.9	14.7	14.4	14.6	15.3
<b>MALDIVES</b>						
Postpaid	114.5	111.5	109.9	109.4	107.6	106.6
Prepaid	60.7	61.2	64.3	61.1	60.2	61.3
Wireless Broadband	11.9	10.2	9.4	8.5	7.5	6.2
Fixed Line	110.5	105.8	99.5	96.9	95.3	92.9
BLENDDED ARPU	68.0	67.8	69.9	67.9	66.8	67.4
<b>PALESTINE</b>						
BLENDDED ARPU	22.7	22.7	23.0	21.3	21.0	21.2
<b>MYANMAR</b>						
Postpaid	10.1	9.6	8.3	6.8	8.7	6.0
Prepaid	8.4	9.7	10.1	10.2	9.3	8.1
BLENDDED ARPU	8.4	9.7	10.1	10.2	9.3	8.1

\*Qatar Mobile ARPU was restated from Q1 2022 due to changes in definition for Prepaid customers to include 90-day active customers from 365-day previously and changes in Postpaid ARPU calculations