

Operating Results by Operations in QR Millions



	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	3M 2024	3M 2023
OOREDOO GROUP								
Revenue	5,844.7	5,635.4	5,773.5	5,831.6	5,923.3	5,862.6	5,862.6	5,635.4
EBITDA	2,238.4	2,407.7	2,403.9	2,579.0	2,326.5	2,545.8	2,545.8	2,407.7
% EBITDA	38%	43%	42%	44%	39%	43%	43%	43%
NET PROFIT	362.5	1,128.9	967.2	1,017.8	397.6	1,067.2	1,067.2	1,128.9
Net Profit to Ooredoo shareholders	277.0	960.6	834.3	869.4	351.6	912.9	912.9	960.6
Capex	1,174.0	395.6	476.9	719.3	1,229.2	381.8	381.8	395.6
Capex/ Revenue (%)	20%	7%	8%	12%	21%	7%	7%	7%
Qatar operation								
Revenue	2,221.8	1,947.9	1,817.9	1,734.2	1,786.4	1,815.6	1,815.6	1,947.9
EBITDA	988.2	988.2	822.1	888.3	904.1	947.9	947.9	988.2
% EBITDA	44%	51%	45%	51%	51%	52%	52%	51%
Capex	306.4	56.1	110.8	170.5	337.2	81.7	81.7	56.1
Capex/ Revenue (%)	14%	3%	6%	10%	19%	4%	4%	3%
Iraq								
Revenue	960.7	938.5	1,085.0	1,197.9	1,230.2	1,209.1	1,209.1	938.5
EBITDA	397.1	422.4	502.9	558.1	469.2	561.3	561.3	422.4
% EBITDA	41%	45%	46%	47%	38%	46%	46%	45%
Capex	204.1	74.7	88.8	108.6	195.1	53.7	53.7	74.7
Capex/ Revenue (%)	21%	8%	8%	9%	16%	4%	4%	8%
Oman								
Revenue	577.6	623.6	606.0	598.4	625.1	606.8	606.8	623.6
EBITDA	292.6	294.2	293.7	290.4	278.1	279.9	279.9	294.2
% EBITDA	51%	47%	48%	49%	44%	46%	46%	47%
Capex	208.8	97.1	79.7	122.8	127.2	36.1	36.1	97.1
Capex/ Revenue (%)	36%	16%	13%	21%	20%	6%	6%	16%
Myanmar								
Revenue	239.8	223.7	214.3	206.0	206.2	184.6	184.6	223.7
EBITDA	85.3	83.8	88.2	75.6	79.5	55.1	55.1	83.8
% EBITDA	36%	37%	41%	37%	39%	30%	30%	37%
Capex	16.1	5.2	11.6	11.6	19.4	8.0	8.0	5.2
Capex/ Revenue (%)	7%	2%	5%	6%	9%	4%	4%	2%
WATANIYA GROUP								
Revenue	1,837.2	1,846.7	1,932.9	1,985.2	1,973.9	2,009.2	2,009.2	1,846.7
EBITDA	630.7	658.9	717.8	806.9	768.1	704.2	704.2	658.9
% EBITDA	34%	36%	37%	41%	39%	35%	35%	36%
Capex	435.4	159.3	186.9	303.6	498.7	197.8	197.8	159.3
Capex/ Revenue (%)	24%	9%	10%	15%	25%	10%	10%	9%
Kuwait								
Revenue	705.7	708.7	751.3	734.6	719.4	760.2	760.2	708.7
EBITDA	217.6	228.5	222.4	259.4	260.8	171.7	171.7	228.5
% EBITDA	31%	32%	30%	35%	36%	23%	23%	32%
Capex	85.8	28.3	43.9	48.8	86.0	39.8	39.8	28.3
Capex/ Revenue (%)	12%	4%	6%	7%	12%	5%	5%	4%
Tunisia								
Revenue	347.7	343.7	363.0	389.1	374.5	359.9	359.9	343.7
EBITDA	153.6	99.7	147.4	169.6	139.0	143.2	143.2	99.7
% EBITDA	44%	29%	41%	44%	37%	40%	40%	29%
Capex	55.9	50.2	55.1	82.0	88.8	77.7	77.7	50.2
Capex/ Revenue (%)	16%	15%	15%	21%	24%	22%	22%	15%
Algeria								
Revenue	562.9	572.1	598.2	635.4	656.6	661.5	661.5	572.1
EBITDA	162.2	223.2	240.3	268.1	260.2	282.6	282.6	223.2
% EBITDA	29%	39%	40%	42%	40%	43%	43%	39%
Capex	227.6	67.9	57.0	131.2	245.3	72.4	72.4	67.9
Capex/ Revenue (%)	40%	12%	10%	21%	37%	11%	11%	12%
Maldives								
Revenue	118.2	121.3	118.5	123.7	131.6	130.8	130.8	121.3
EBITDA	61.4	66.9	66.1	67.8	77.4	69.9	69.9	66.9
% EBITDA	52%	55%	56%	55%	59%	53%	53%	55%
Capex	56.8	7.8	21.9	35.7	55.8	2.8	2.8	7.8
Capex/ Revenue (%)	48%	6%	18%	29%	42%	2%	2%	6%
Palestine								
Revenue	102.7	100.8	101.9	102.4	91.8	96.7	96.7	100.8
EBITDA	36.1	40.7	41.7	42.1	30.8	36.8	36.8	40.7
% EBITDA	35%	40%	41%	41%	34%	38%	38%	40%
Capex	9.3	5.1	9.0	5.8	22.9	5.1	5.1	5.1
Capex/ Revenue (%)	9%	5%	9%	6%	25%	5%	5%	5%

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



	Q4-2022	Q1-2023	Q2-2023	Q3-2023	Q4-2023	Q1-2024
Iraq						
Revenue	395,219	385,876	393,316	434,231	445,943	438,275
EBITDA	163,037	173,308	182,299	202,304	170,089	203,469
% EBITDA	41%	45%	46%	47%	38%	46%
Capex	85,766	27,085	32,191	39,376	70,734	19,462
Capex/ Revenue (%)	22%	7%	8%	9%	16%	4%
Myanmar						
Revenue	138,280	135,662	144,914	141,543	146,630	154,627
EBITDA	49,164	50,960	59,693	51,961	56,441	46,119
% EBITDA	35.6%	37.6%	41.2%	36.7%	38.5%	30%
Capex	9,284	3,489	7,801	7,916	14,670	6,667
Capex/ Revenue (%)	7%	3%	5%	6%	10%	4%
Kuwait						
Revenue	59.7	59.6	63.3	62.1	61.0	64.2
EBITDA	18.4	19.2	18.7	21.9	22.1	14.5
% EBITDA	31%	32%	30%	35%	36%	23%
Capex	7.2	2.4	3.7	4.1	7.3	3.4
Capex/ Revenue (%)	12%	4%	6%	7%	12%	5%
Tunisia						
Revenue	307	293	307	331	322	308
EBITDA	135	85	125	144	120	122
% EBITDA	44%	29%	41%	44%	37%	40%
Capex	49	43	47	71	76	66
Capex/ Revenue (%)	16%	15%	15%	21%	23%	22%
Algeria						
Revenue	21,516	21,420	22,322	23,755	24,421	24,446
EBITDA	6,217	8,357	8,966	10,023	9,681	10,441
% EBITDA	29%	39%	40%	42%	40%	43%
Capex	8,609	2,537	2,127	4,942	9,060	2,677
Capex/ Revenue (%)	40%	12%	10%	21%	37%	11%

Total Customers by Operation (number)

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
QATAR						
Postpaid	871,953	813,270	799,195	807,253	829,725	836,390
Prepaid*	2,415,678	2,231,460	1,809,769	1,801,675	1,840,444	1,897,027
Fixed Line	353,433	346,530	344,832	322,338	320,570	319,122
Total Customers*	3,641,064	3,391,260	2,953,796	2,931,266	2,990,739	3,052,539
IRAQ						
Prepaid	17,094,372	17,046,372	17,093,080	17,133,360	17,693,516	18,007,825
OMAN						
Postpaid	750,971	750,975	745,700	729,798	724,508	725,643
Prepaid	2,126,672	2,121,628	2,188,448	2,180,890	2,200,813	2,213,935
Fixed Line	156,963	157,952	158,663	159,702	159,538	158,675
Total Customers	3,034,606	3,030,555	3,092,811	3,070,390	3,084,859	3,098,253
MYANMAR						
Postpaid	29,363	29,816	28,975	30,521	29,161	29,203
Prepaid	7,500,665	8,299,401	8,427,712	8,338,847	8,482,956	8,917,950
Total Customers	7,530,028	8,329,217	8,456,687	8,369,368	8,512,117	8,947,153
WATANIYA GROUP						
Postpaid	2,460,028	2,499,902	2,549,232	2,585,597	2,767,397	3,247,191
Prepaid	20,775,160	20,748,269	20,609,891	21,207,326	21,189,382	20,839,190
Wireless Broadband	1,289,701	1,301,813	1,292,729	1,256,981	1,187,166	1,183,922
Fixed Line	141,878	148,020	156,744	160,237	164,356	169,150
Total Customers	24,666,767	24,698,004	24,608,596	25,210,141	25,308,301	25,439,453
KUWAIT						
Postpaid	515,107	515,596	516,187	520,623	517,505	499,996
Prepaid	1,467,355	1,525,416	1,581,292	1,667,656	1,675,987	1,706,533
Wireless Broadband	725,140	737,736	729,110	696,042	653,098	648,457
Total Customers	2,707,602	2,778,748	2,826,589	2,884,321	2,846,590	2,854,986
TUNISIA						
Postpaid	615,873	619,793	633,563	640,713	647,924	649,575
Prepaid	6,067,863	6,028,963	5,847,395	6,169,460	6,114,369	6,021,569
Wireless Broadband	354,757	361,846	365,756	384,483	379,458	384,607
Fixed Line	89,379	93,728	101,677	108,577	118,410	122,923
Total Customers	7,127,872	7,104,330	6,948,391	7,303,233	7,260,161	7,178,674
ALGERIA						
Postpaid	1,104,967	1,129,565	1,157,093	1,175,652	1,363,069	1,854,354
Prepaid	11,753,507	11,705,142	11,697,810	11,865,365	11,857,550	11,544,552
Wireless Broadband	175,485	167,752	165,528	156,542	150,829	147,448
Total Customers	13,033,959	13,002,459	13,020,431	13,197,559	13,371,448	13,546,354
MALDIVES						
Postpaid	84,862	87,746	89,222	88,418	81,658	83,701
Prepaid	215,696	225,889	221,481	230,602	260,178	271,360
Wireless Broadband	34,319	34,479	32,335	19,914	3,781	3,410
Fixed Line	52,499	54,292	55,067	51,660	45,946	46,227
Total Customers	387,376	402,406	398,105	390,594	391,563	404,698
PALESTINE						
Total Customers	1,409,958	1,410,061	1,415,080	1,434,434	1,438,539	1,454,741
Total Consolidated Customers	55,966,837	56,495,408	56,204,970	56,714,525	57,589,532	58,545,223

*Qatar Prepaid customer definition has been changed from Q2 2023 to include 90-day active customers from 365-day previously. On a like-for-like basis (and excluding World Cup impact), total customers in Qatar for Q1-24 increased by 1%YoY.

Consolidated Customer Status as at 31 March 2024



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	836,390	1,897,027	-	319,122	-	3,052,539	100%	3,052,539
Iraq	-	18,007,825	-	-	-	18,007,825	64.1%	11,535,813
Oman	725,643	2,213,935	-	158,675	-	3,098,253	55%	1,704,039
Myanmar	29,203	8,917,950	-	-	-	8,947,153	100.0%	8,947,153
Kuwait	499,996	1,706,533	648,457	-	-	2,854,986	92.1%	2,629,442
Tunisia	649,575	6,021,569	384,607	122,923	-	7,178,674	84.1%	6,037,265
Algeria	1,854,354	11,544,552	147,448	-	-	13,546,354	74.4%	10,078,487
Maldives	83,701	271,360	3,410	46,227	-	404,698	83.3%	337,275
Palestine	-	-	-	-	-	1,454,741	45.4%	660,137
Total Active Customers						58,545,223		44,982,150

Quarterly ARPU by Operation in Qatari Riyal

	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024
QATAR						
Postpaid*	269.0	260.4	264.6	265.3	256.4	253.8
Prepaid*	41.1	33.3	33.5	32.6	35.5	35.1
BLENDEN ARPU*	109.7	100.4	104.2	104.2	104.0	102.5
Fixed Line	45.2	44.7	42.6	42.9	45.9	43.6
IRAQ						
Prepaid	18.8	19.6	21.8	23.8	24.8	22.6
OMAN						
Postpaid	92.5	95.0	91.5	93.6	92.5	89.8
Prepaid	18.6	21.2	21.4	21.1	20.5	18.7
BLENDEN ARPU	37.9	40.5	39.5	39.4	38.4	36.3
Fixed Line	313.9	309.8	310.4	300.2	311.3	312.9
KUWAIT						
Postpaid	176.1	169.7	171.0	175.4	173.1	173.1
Prepaid	33.7	32.8	35.1	34.2	33.9	34.5
Wireless Broadband	38.4	43.1	41.6	41.3	42.0	41.8
BLENDEN ARPU	61.8	61.3	61.7	61.6	60.8	60.8
TUNISIA						
Postpaid	19.1	16.5	17.0	17.4	17.7	20.7
Prepaid	12.1	11.9	12.8	13.4	12.2	11.7
Wireless Broadband	28.4	28.7	29.6	33.0	29.0	28.6
BLENDEN ARPU	13.5	13.1	14.1	14.8	13.6	13.5
ALGERIA						
Postpaid	34.0	34.2	35.5	34.8	37.6	32.2
Prepaid	12.6	12.8	13.3	14.3	14.3	14.2
Wireless Broadband	15.0	13.3	13.0	12.7	12.9	14.0
BLENDEN ARPU	14.4	14.6	15.3	16.1	16.4	16.4
MALDIVES						
Postpaid	109.4	107.6	106.6	108.6	111.0	118.0
Prepaid	61.1	60.2	61.3	64.0	61.0	56.3
Wireless Broadband	8.5	7.5	6.2	7.4	14.5	51.3
Fixed Line	96.9	95.3	92.9	96.2	107.7	119.3
BLENDEN ARPU	67.9	66.8	67.4	71.3	72.0	70.8
PALESTINE						
BLENDEN ARPU	21.3	21.0	21.2	20.9	18.1	19.1
MYANMAR						
Postpaid	6.8	8.7	6.0	6.6	7.0	6.0
Prepaid	10.2	9.3	8.1	7.7	7.7	6.7
BLENDEN ARPU	10.2	9.3	8.1	7.7	7.7	6.7

*Qatar Mobile ARPU was restated from Q1 2022 due to changes in definition (from Q2 2023) for Prepaid customers to include 90-day active customers from 365-day previously and changes in Postpaid ARPU calculations