

04 November 2024

ooredoo

OOREDOO GROUP

RESULTS PRESENTATION

For the period ended 30 September 2024



Disclaimer



- Ooredoo (parent company Ooredoo Q.P.S.C.) and the group of companies which it forms part of (“Ooredoo Group”) caution investors that certain statements contained in this document state Ooredoo Group management's intentions, hopes, beliefs, expectations, or predictions of the future and, as such, are forward-looking statements
- Ooredoo Group management wishes to further caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
 - Our ability to manage domestic and international growth and maintain a high level of customer service
 - Future sales growth
 - Market acceptance of our product and service offerings
 - Our ability to secure adequate financing or equity capital to fund our operations
 - Network expansion
 - Performance of our network and equipment
 - Our ability to enter into strategic alliances or transactions
 - Cooperation of incumbent local exchange carriers in provisioning lines and interconnecting our equipment
 - Regulatory approval processes
 - Changes in technology
 - Price competition
 - Other market conditions and associated risks
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- The Ooredoo Group undertakes no obligation to update publicly or otherwise any forward-looking statements, whether as a result of future events, new information, or otherwise

Presenters

Strategy review

Results review



**Aziz
Aluthman
Fakhro**
Group CEO

Operations review



**Abdulla
Ahmed
Al-Zaman**
Group CFO



01 STRATEGY REVIEW

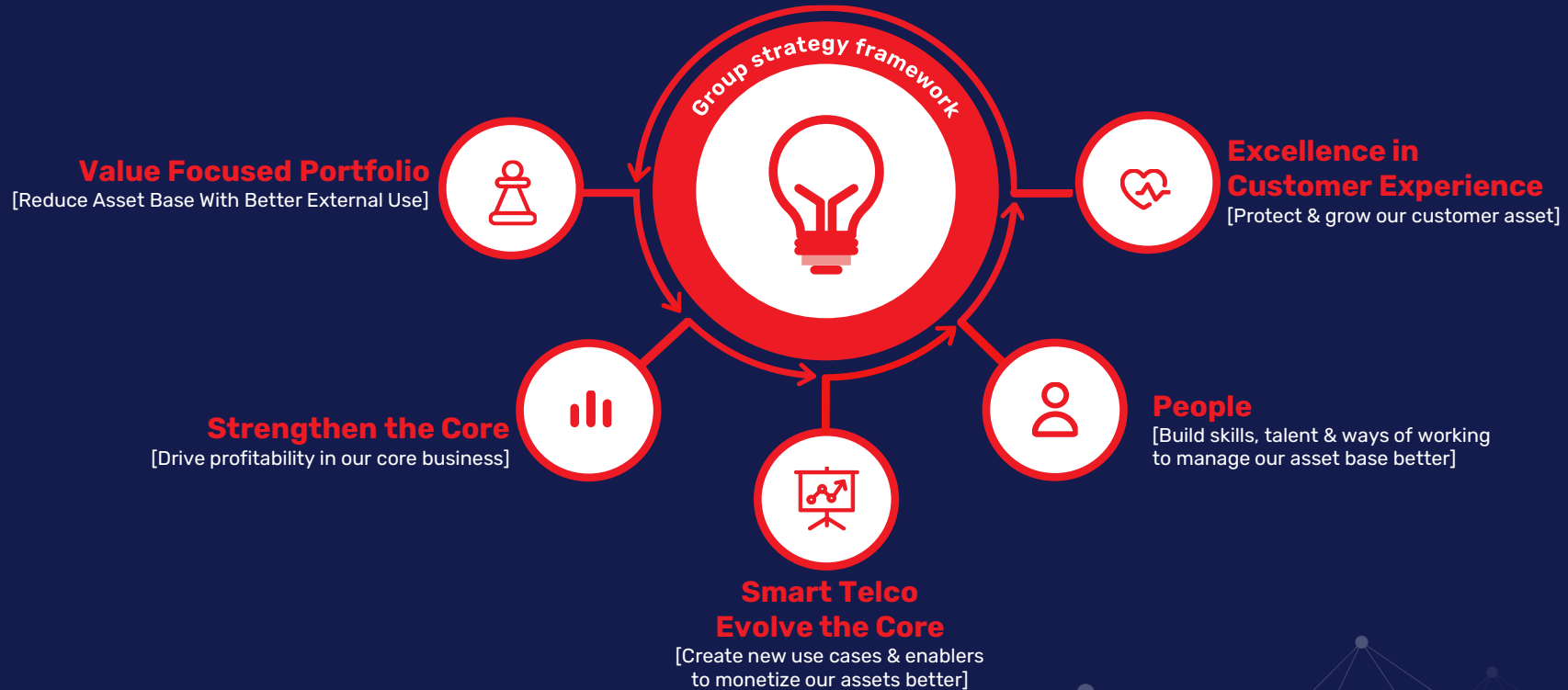
Aziz Aluthman Fakhroo | Group CEO



Vision

Enriching people's digital lives

Our Strategy
(2022-2024)



Transforming Ooredoo into the region's **leading digital infrastructure provider**



Strategy update

Making strides towards becoming the MENA region's digital infrastructure provider of choice

Major milestone: Secured QAR 2 billion through a significant financing deal to accelerate the expansion of our data centre business

Towers

- Primary focus remains on finalising the closing of the transaction in each market
- Started with Qatar, progressing well
- Anticipate closing all markets in 18–24 months from announcement date



Expected to create significant value, capital efficiencies and empower MENA's digital future

Data centres

- Established carrier neutral DC company with experienced CEO
- Carve out:
 - Qatar, Tunisia and Kuwait completed
 - Other countries to follow in 2025
- Secured QAR 2 billion financing deal with QNB, Doha Bank, and Masraf Al Rayan to accelerate DC expansion



Aim to expand capacity to >120MW with ~USD 1bn investment over the medium to long term

Fintech

- PSP license granted in Oman and Maldives
- 'walletii by Ooredoo' app launched in Oman
- License applications:
 - Advanced discussions with regulator in Tunisia
 - Continue to pursue license applications in Iraq and Kuwait



Building an integrated marketplace to financially empower people & businesses in the MENA region



Successful financing initiatives

To power future growth and evolution of Ooredoo into the region's leading digital infrastructure provider

Secured QAR 2 billion facility

- Signed with **QNB, Doha Bank and Masraf Al Rayan**
- **10-year hybrid facility** comprising of commercial and Islamic tranches
- **Largest transaction ever achieved** in the tech industry in the Qatari market
- Funds to be **strategically allocated**:
 - **Carve out** existing data centre assets from telecom operations
 - Significant portion to **expand capacity and upgrade infrastructure** to support growing demand for AI, Cloud services, and hyperconnectivity in the MENA region

Raised USD 500 million through bond issuance

- On October 10, 2024, **Ooredoo completed a USD 500 million**, 10-year international bond issuance:
 - Carries a **coupon rate of 4.625% (yield of 4.714%)**
 - **Matures on 10 October 2034**
 - Priced with a spread of 88bps over 10-year U.S. Treasuries, **marking the tightest spread ever achieved** in Ooredoo's history
 - **Oversubscribed by 3.6 times** by a high-quality investor base
 - Will be **used for general corporate purposes**, including refinancing of existing indebtedness

Underscores banks and investors' confidence in Ooredoo's strategy as well as its operational and financial performance



02 RESULTS REVIEW

Aziz Aluthman Fakhroo | Group CEO

Group results 9M 2024 | Snapshot



Maintaining a strong growth trajectory while driving consistent profitability



Revenue

QAR 17.7 billion

+2% YoY



Net Profit

QAR 2.9 billion

+10% (normalised +15%***) YoY



EBITDA

QAR 7.7 billion

+4% (normalised +5%*) YoY



Free cashflow

QAR 5.8 billion

-1% (normalised flat*) YoY



EBITDA margin

44%

+1pp (normalised +1pp*) YoY

The disposal of Ooredoo Myanmar operation was completed on 31 May 2024 and Ooredoo Group financial results for 9M 2024 include results for Ooredoo Myanmar until 31 May 2024

*EBITDA normalised for the IOH one-off tower sales gain of QAR 56mn in 9M 2023

**NP 9M 2024: Normalised for foreign exchange impact (QAR 94mn), Myanmar gain on disposal (QAR 118mn) and impairment (QAR 4mn)

NP for 9M 2023: Normalised for foreign exchange impact (QAR 250mn), impairment (QAR 262mn), IOH tower sales (56mn), Meeza IPO gain (QAR 139mn) and NMTC legal case gain (QAR 446mn)

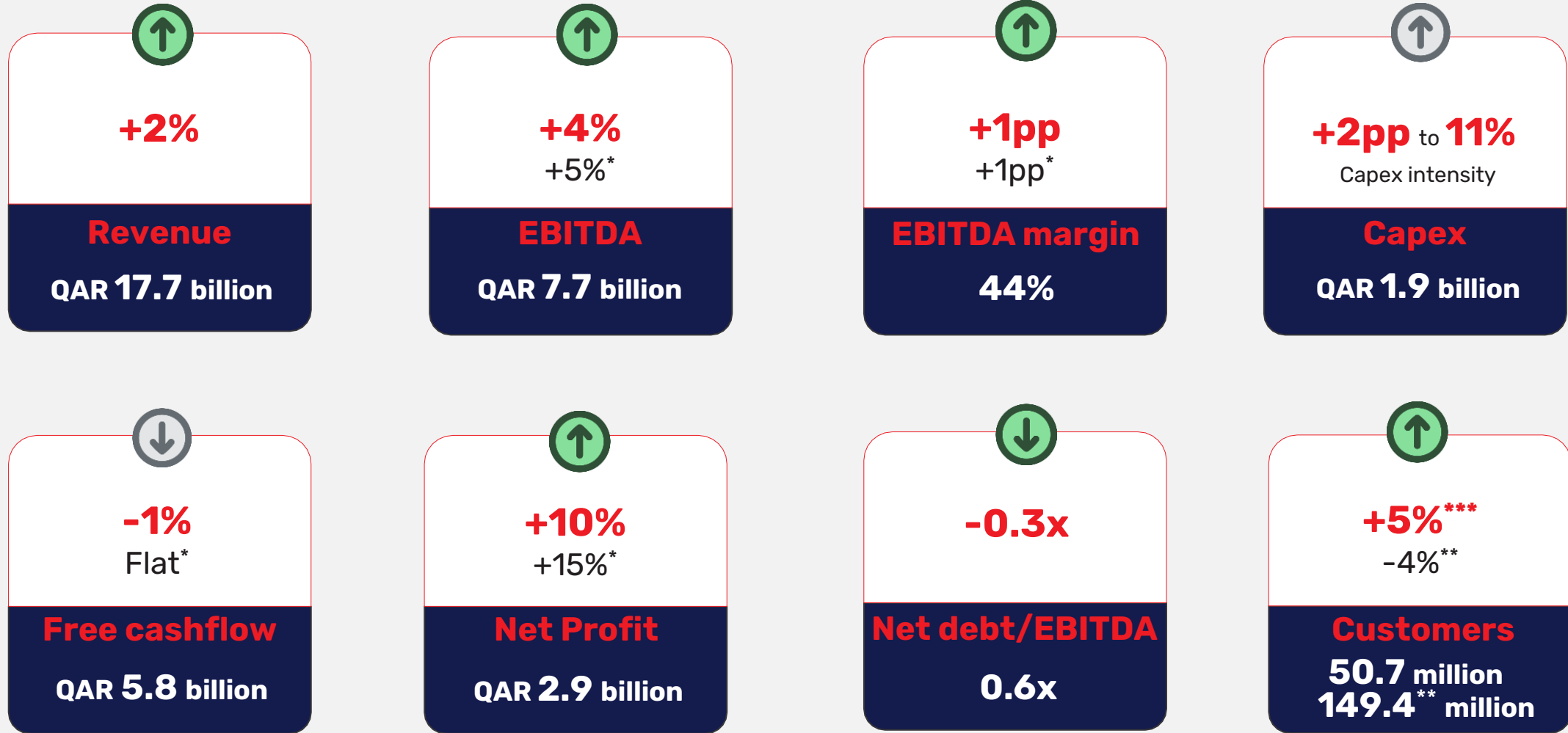
EBITDA = Revenue - Operating expenses* + Share of results from associates and joint ventures

*Operating expenses = Network, interconnect and other operating expenses + Employee salaries and associated costs + Impairment loss provision on financial assets



Group 9M 2024 YoY highlights

Continuing to deliver solid commercial and financial momentum



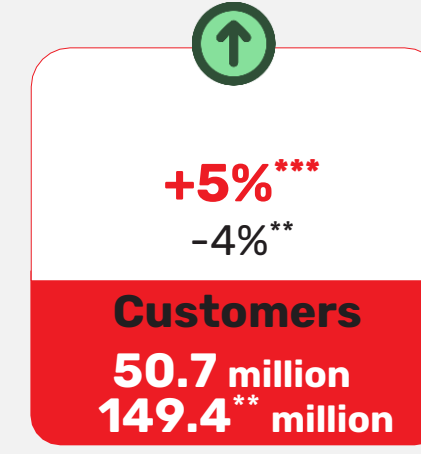
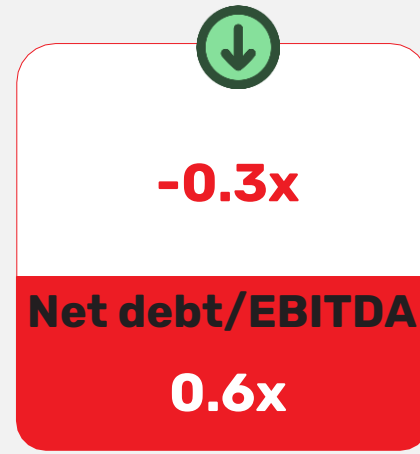
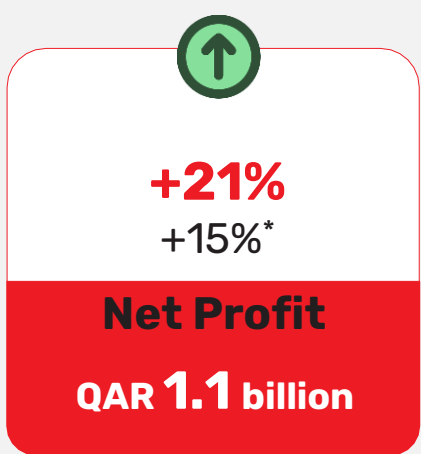
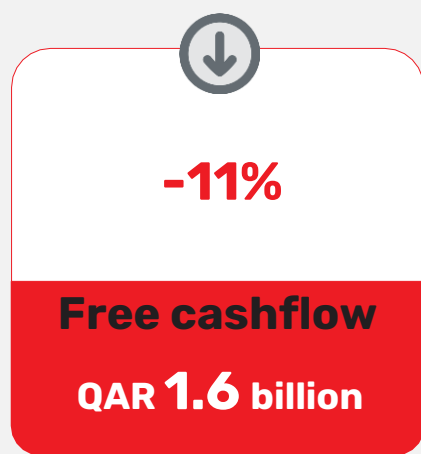
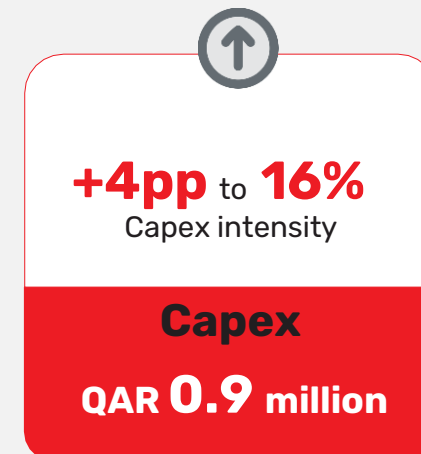
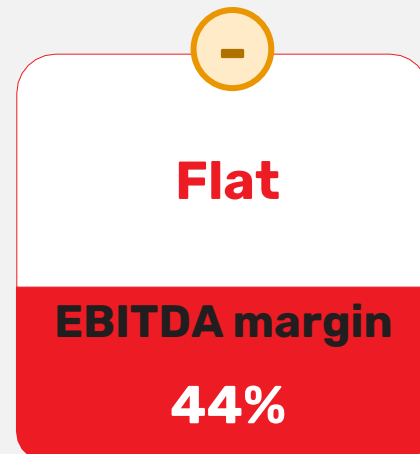
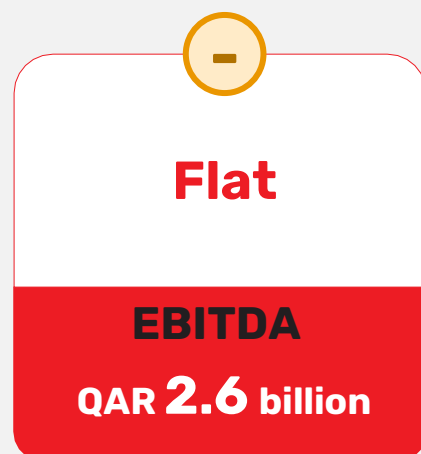
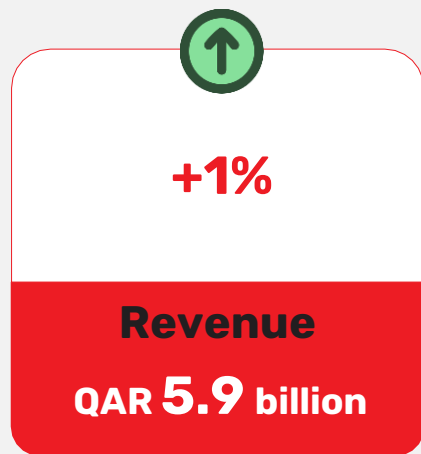
*Normalised

**Consolidated customer numbers plus IOH

***Customer % growth excludes Myanmar for 2023

Group Q3 2024 YoY highlights

Robust performance in Q3



*Normalised

**Consolidated customer numbers plus IOH

***Customer % growth excludes Myanmar for 2023

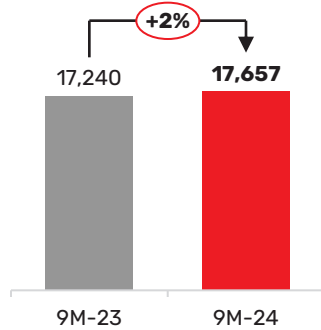


Revenue

Healthy operational performance across most operating companies supports revenue growth

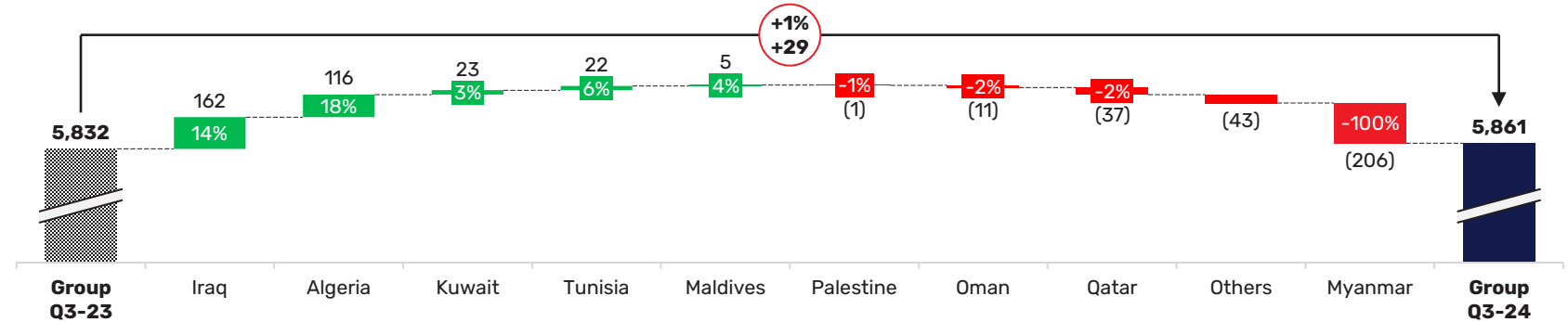
Group revenue

QAR mn



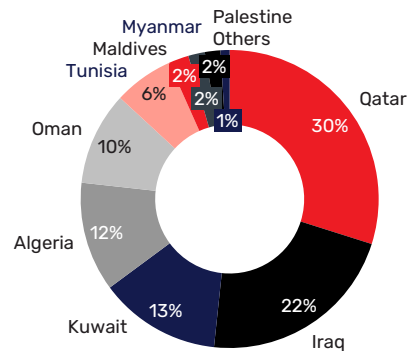
Quarterly YoY change

QAR mn and % Quarterly



Revenue breakdown

9M 2024



Summary

- Group revenue for 9M 2024 **increased by 2%** YoY
- Group revenue **up by 1%** in Q3 YoY supported by strong revenue growth in Iraq, Algeria, Kuwait, Tunisia and Maldives
- Qatar revenue for Q3 was impacted by lower revenues from Mobile and Fixed Services
- Oman revenue for Q3 remains impacted by intense competitiveness in the mobile segment
- Palestine performance impacted by ongoing war

Myanmar's 2024 revenue included up to May 2024 while 2023 revenue included up to September 2023

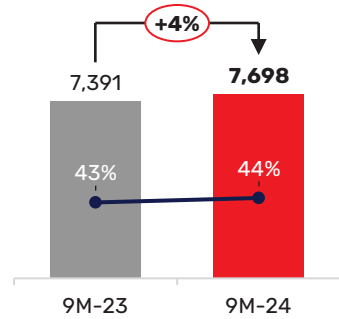
EBITDA



Continued revenue growth and focus on operational efficiencies drives EBITDA growth and margin expansion

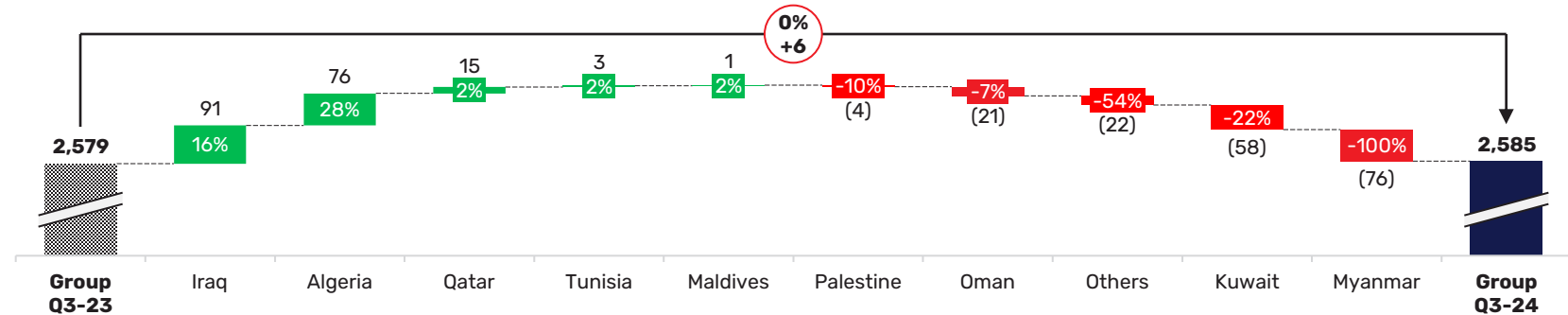
Group EBITDA and margin

QAR mn



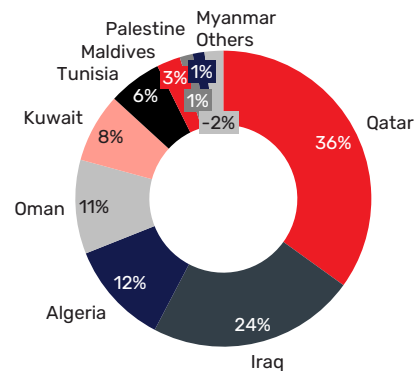
Quarterly YoY change

QAR mn and % - Quarterly



EBITDA breakdown

9M 2024



Summary

- Group **EBITDA of QAR 7.7 billion, up by 4% (normalised up by 5%)** for 9M 2024
- Improved EBITDA margin by **1pp to 44%**
- Oman's EBITDA for Q3 was mainly impacted by lower revenue and gross margin
- Kuwait's EBITDA for Q3 was impacted by one-off bad debt provision

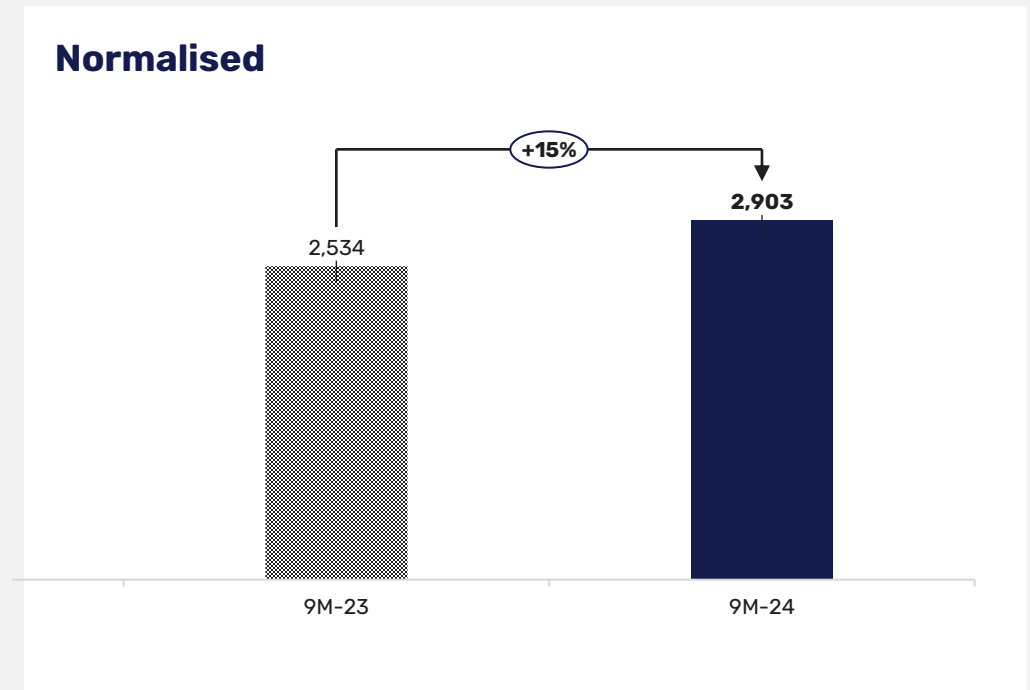
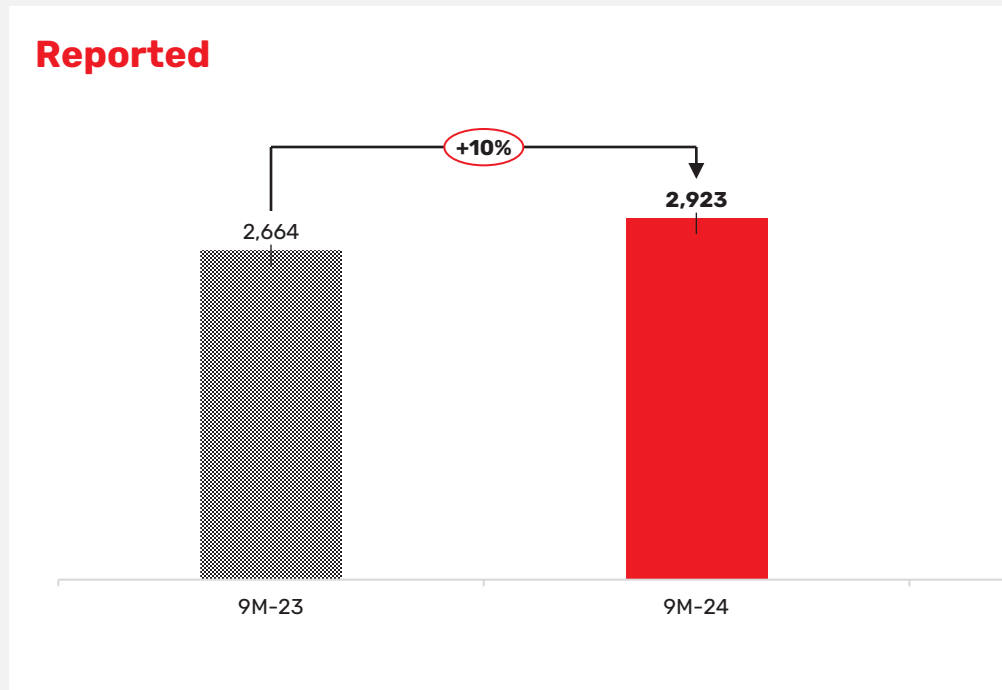
Myanmar's 2024 EBITDA included up to May 2024 while 2023 EBITDA included up to September 2023

Net Profit | 9M 2024 Reported and Normalised



Ongoing benefit from healthy operational growth

9M 2024 Net profit attributable to Ooredoo shareholders (QAR mn)



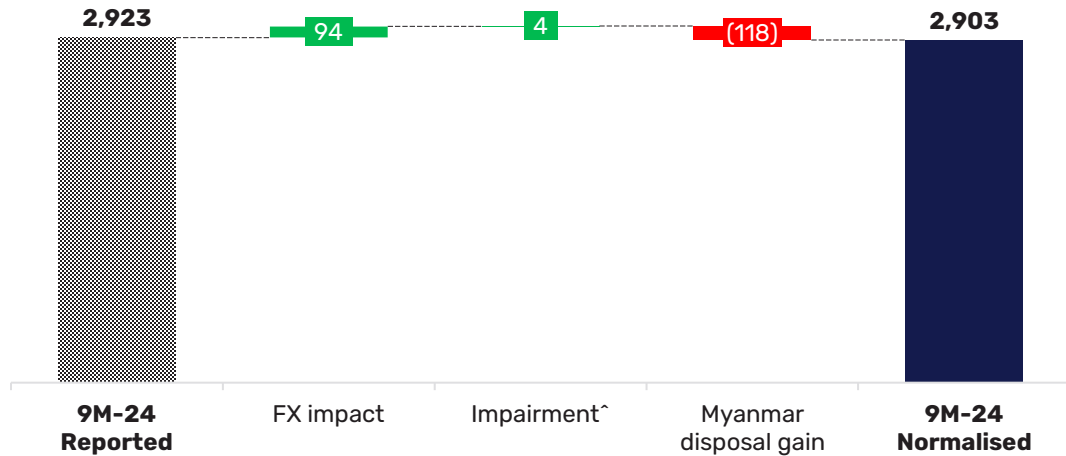
- Normalised Net Profit (excludes FX impact, impairments & major one-offs) **increased by 15%** to **QAR 2.9 billion**
- 9M 2023 includes major one-offs: NMTC legal case gain, Meeza IPO gain and IOH gain on tower sale
- 9M 2024 includes major one-off: Myanmar disposal gain

Net Profit | 9M 2024 Reported to Normalised reconciliation



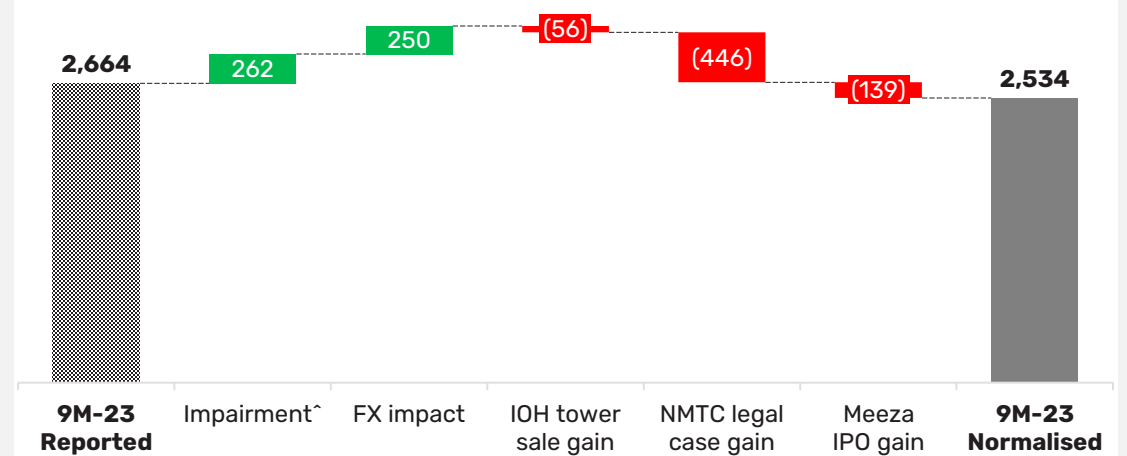
9M 2024

Net Profit reported to normalised
(QAR mn)



9M 2023

Net Profit reported to normalised
(QAR mn)



[^]Impairments 9M 24: Ooredoo Palestine fixed assets

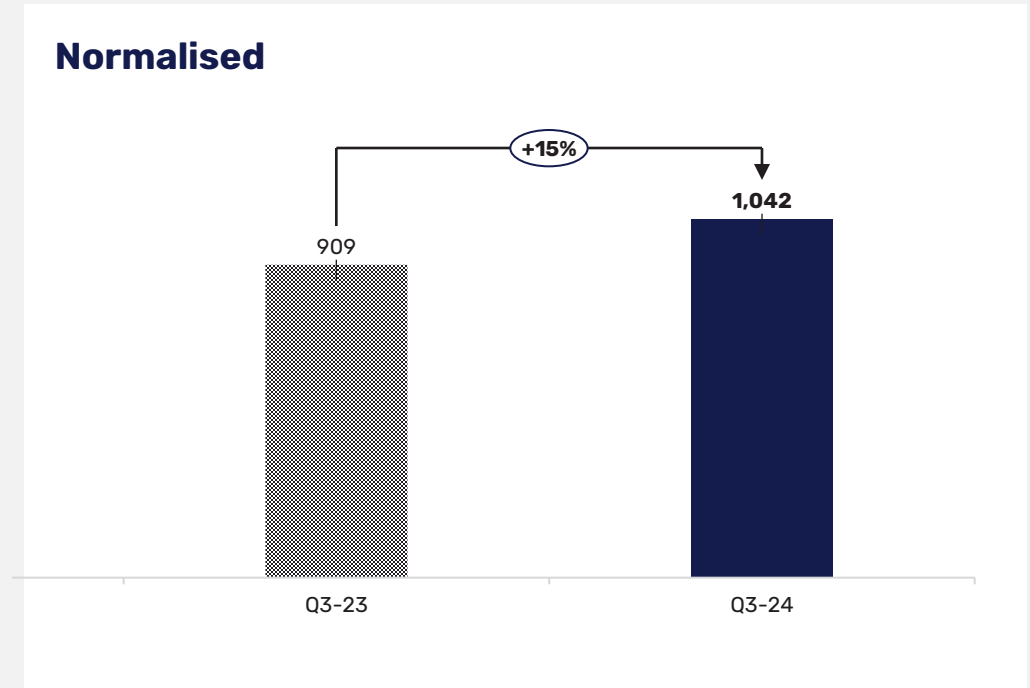
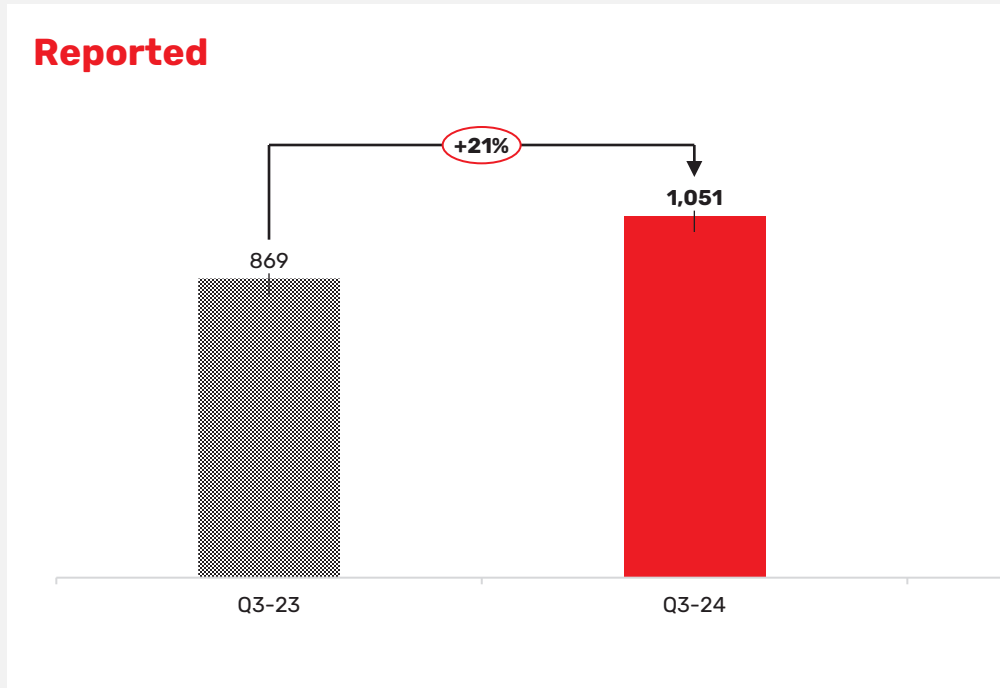
[^]Impairments 9M 23: Ooredoo Tunisia goodwill (QAR 183mn) and AMH investment (QAR 72mn)

Net Profit | Q3 2024 Reported and Normalised



Q3 YoY growth in Net Profit

Q3 2024 Net profit attributable to Ooredoo shareholders (QAR mn)



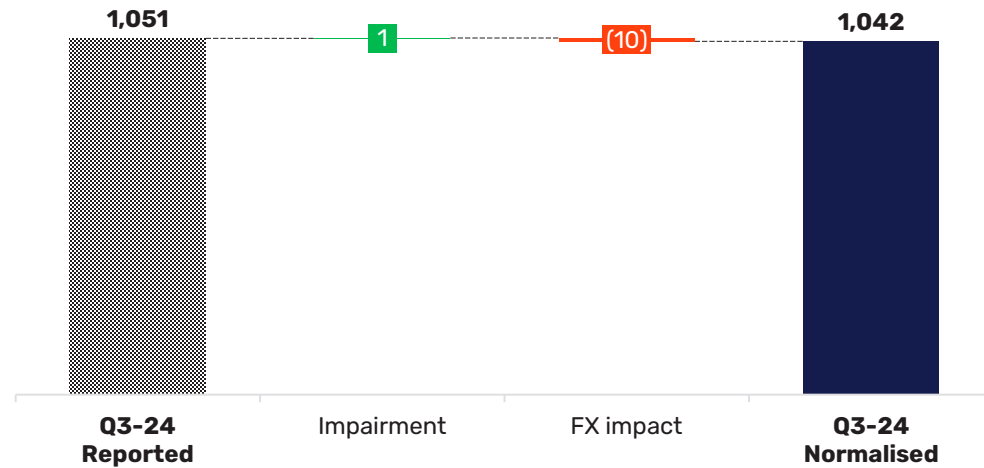
- Normalised Net Profit (excludes FX impact, impairments & major one-offs) **increased by 15%** to **QAR 1.0 billion**

Net Profit | Q3 2024 Reported to Normalised reconciliation



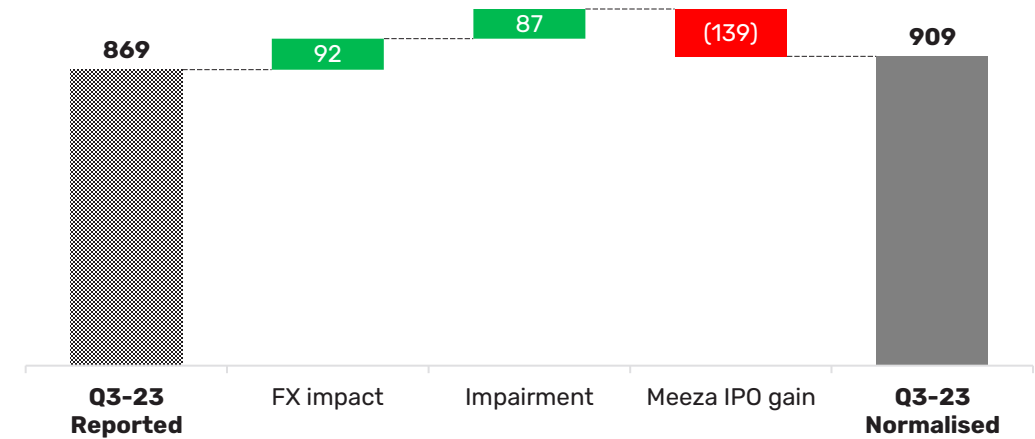
Q3 2024

Net Profit **reported** to normalised
(QAR mn)



Q3 2023

Net Profit **reported** to normalised
(QAR mn)

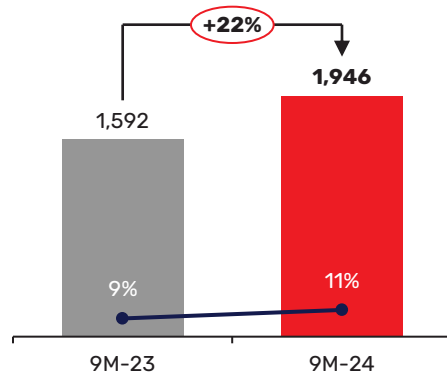


Capex

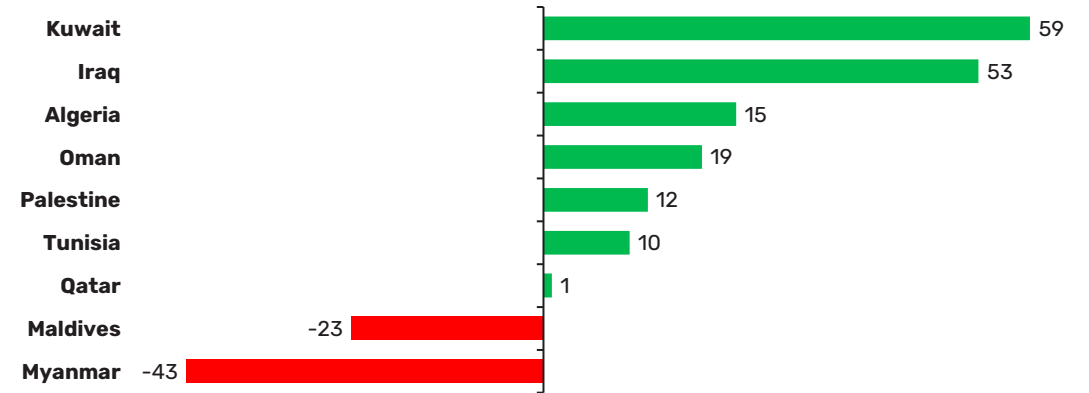


Targeted investments for strong returns | FY24 Capex guidance of ~QAR 3.5 billion

Group Capex 9M 2024 (QAR mn) | Capex / Revenue %

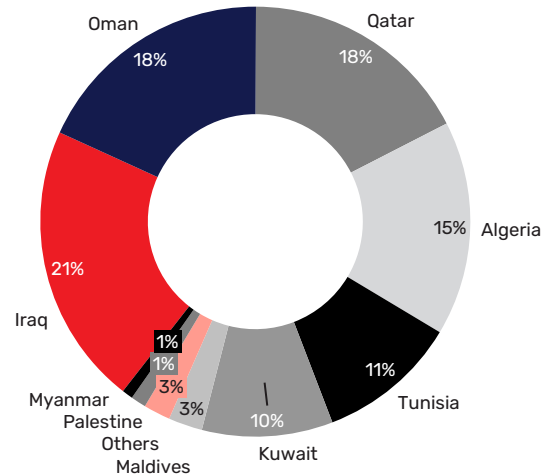


9M 2024 (Change %)



Capex breakdown

9M 2024



Summary

- **Kuwait:** Higher mainly due to digital spend
- **Iraq:** Driven by network roll-out expansion
- **Algeria:** Driven by more network rollout investments
- **Oman :** mainly due to 5G expansion
- **Tunisia:** Driven by investments in Fibre, Submarine Cable & TDD projects
- **Palestine:** Higher mainly impacted by building and fiber projects
- **Maldives:** Driven by strategic projects i.e. Disaster Recovery site and Subsea Cable

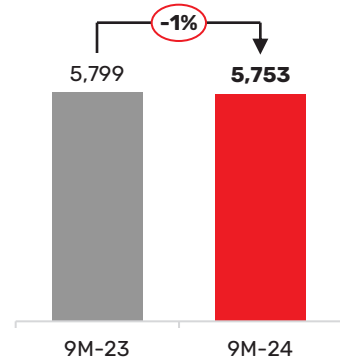


Free cash flow (FCF: EBITDA – Capex)

Strong EBITDA performance offset by an acceleration in Capex projects

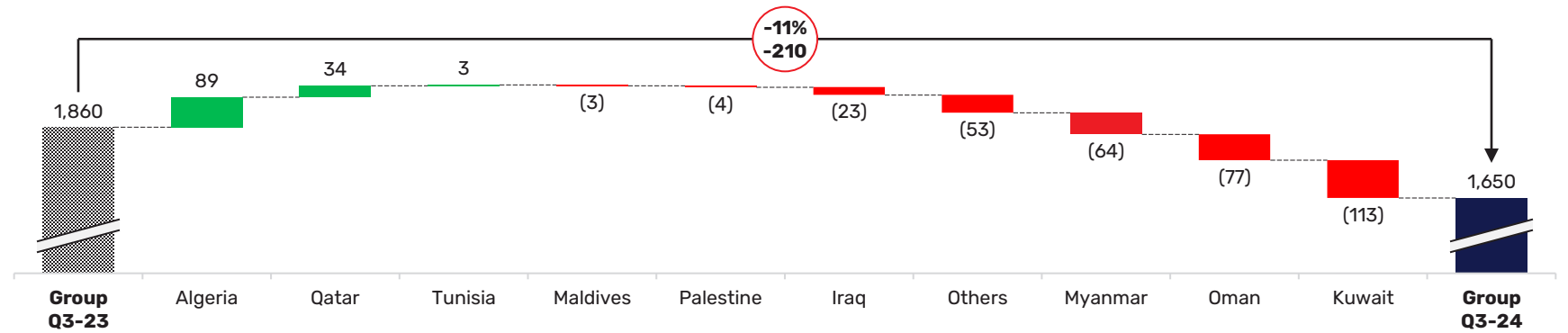
Group FCF

QAR mn



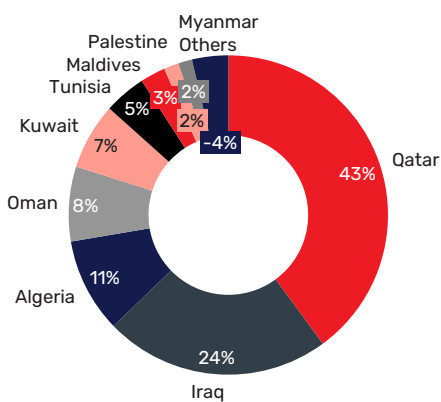
Quarterly YoY change

QAR mn and % Quarterly



FCF breakdown

9M 2024



Summary

- Group free cash flow **declined by 1% (normalised FCF remained flat) to QAR 5.8 billion** for 9M 2024
- FCF declining Q3 YoY and 9M YoY due to accelerated spend on Capex projects
- Oman and Kuwait FCF is lower in Q3 mainly due to lower EBITDA and higher Capex spend

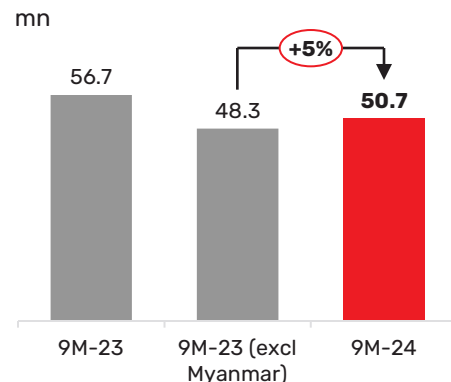
Myanmar's 2024 FCF included up to May 2024 while 2023 FCF included up to September 2023

Customers

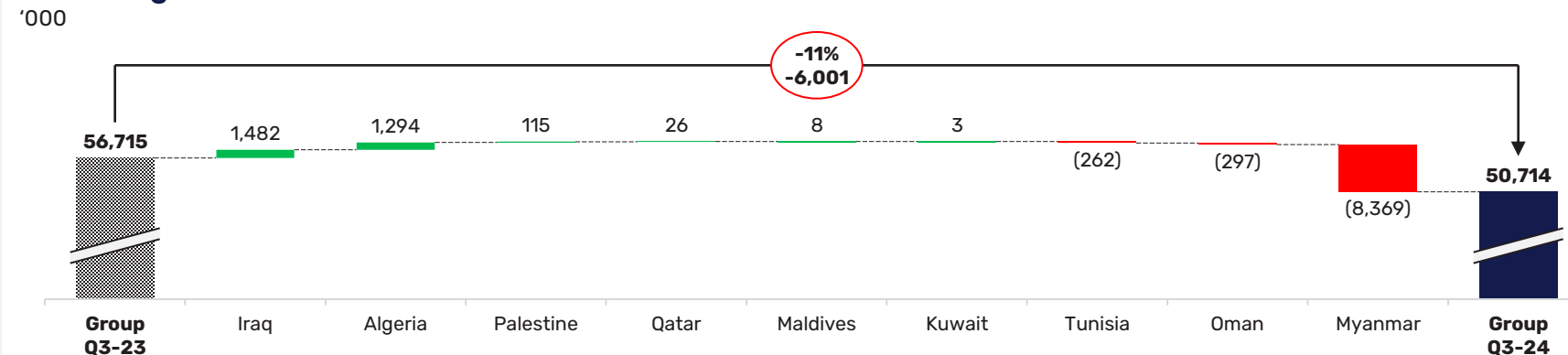


Customer satisfaction and focus on innovation is attracting more customers to the network

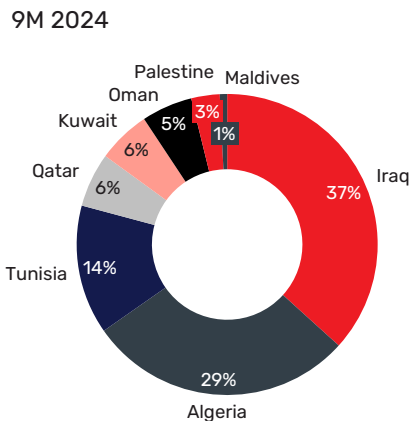
Consolidated customers



YoY change



Customer breakdown



Summary

- Customer base (excl Myanmar and IOH) increased by 2.4 million (+5%) to **50.7 million**
 - Including IOH (excl Myanmar), customers grew by 1% YoY to **149.4 million**
- Oman customer base impacted mainly by a clean up
- Tunisia customers lower mainly due to a drop in gross adds owing to the implementation of a new Regulatory framework regarding SIM sales in May 2024
- **IOH** customers fell by **1% to 98.7 million**. IOH numbers are not consolidated



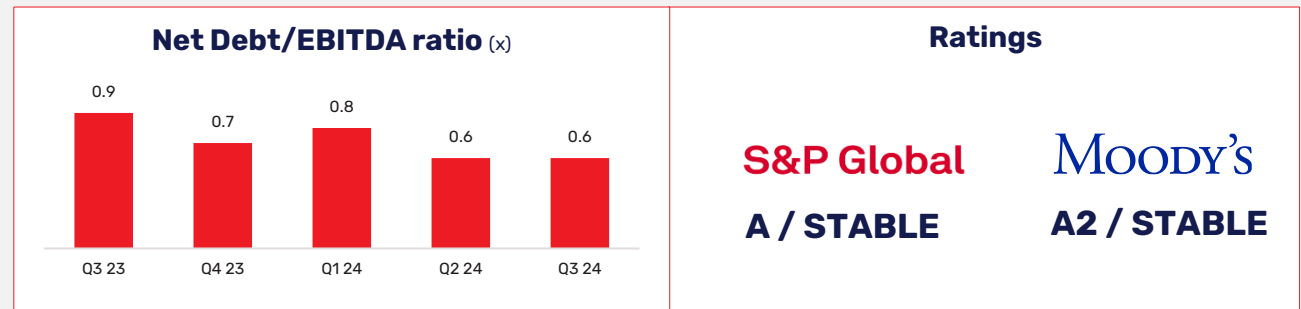
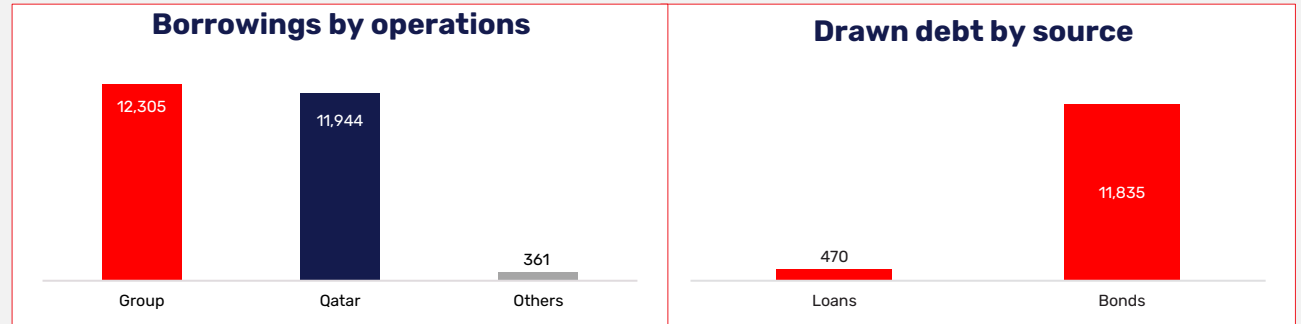
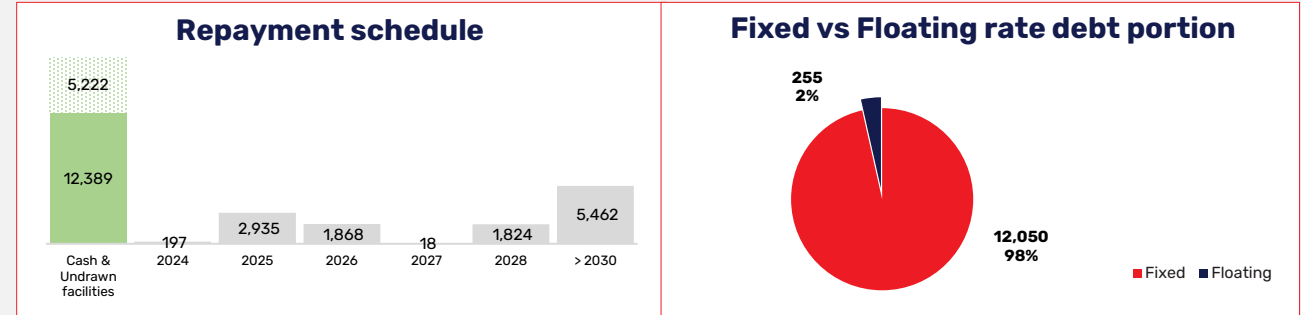
Debt Profile

Upholding a strong financial and liquidity position, sustaining an investment-grade rating

Summary

- **Net Debt/EBITDA ratio of 0.6x**, below current Board guidance of 1.5x to 2.5x
- **Strong liquidity position** (combination of cash & undrawn RCFs)
- **QAR 5,222 million undrawn RCFs available predominantly at Group level and in USD** (~USD 1,434 million equivalent, of which USD 950 million for Qatar and USD 484 million for OPCOs)
- **Balanced and long maturity profile**
- **Very minimal interest rate risk** with 98% fixed-rate debt share
- **S&P and Moody's maintains investment grade rating**
- Issued **USD 500 million, 10-year international bond**, further strengthening our liquidity position ahead of the upcoming maturities

QAR'mn




*Approx. 97% of borrowings are in US dollars



FY 2024 guidance reaffirmed

Solid performance for the first 9 months of 2024 – on track to meet guidance

	9M 2024		Guidance
 Revenue	QAR 17.7 billion	+2% YoY	Flat
 EBITDA margin	44%	+1pp YoY	~ low 40's
 Capex	QAR 1.9 billion	+22% YoY	~ QAR 3.5 billion



03 OPERATIONS REVIEW

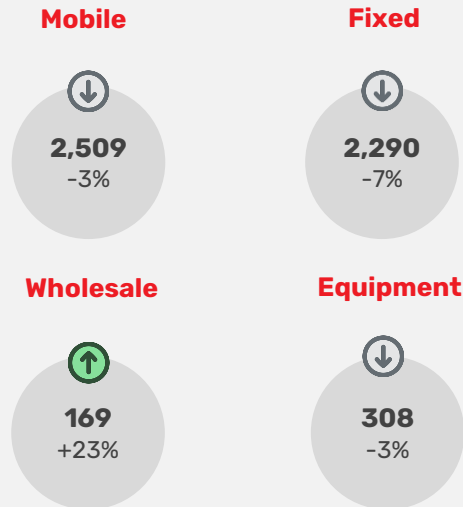
Abdulla Al Zaman | Group CFO

Increasing customer base while maintaining a strong EBITDA margin

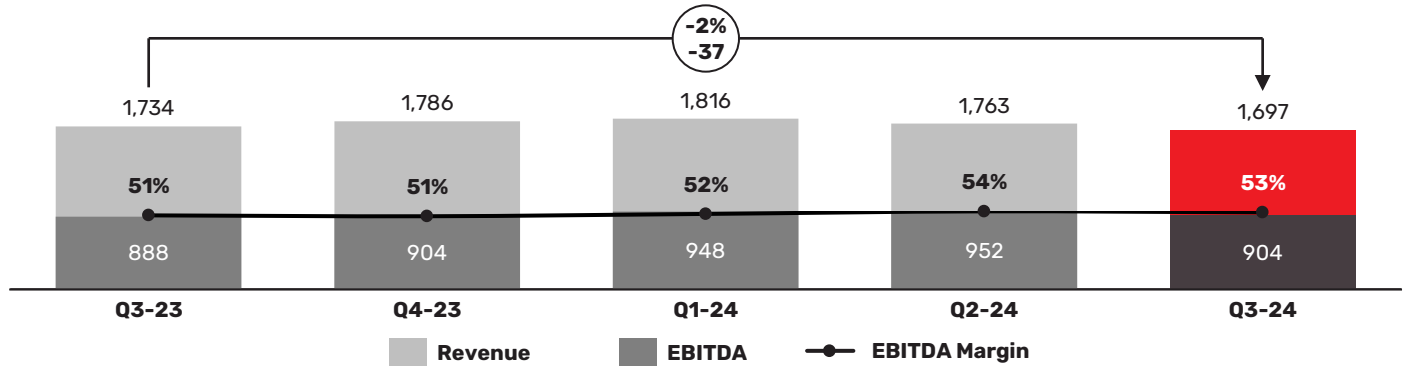
9M 2024
(QAR mn, % YoY)



Revenue segments
(QAR mn, % YoY)



Quarterly Trend (QAR mn)



9M 2024

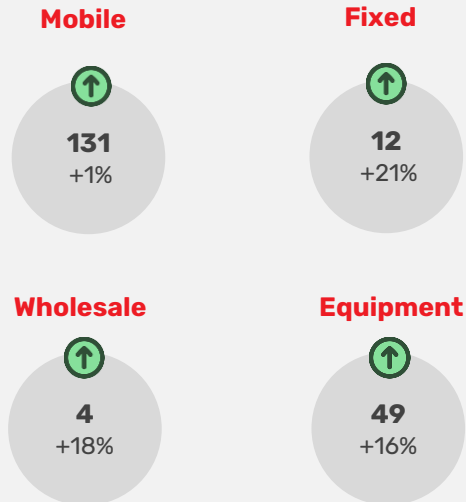
- **Revenue decreased by 4% YoY** impacted by:
 - 9M 2023 included:
 - FIFA 2022 contracts for B2B services
 - Revenue from Data centre carve out and one-off Project Revenue
- Normalising for the above, **revenue decreased by 1% YoY** because of lower mobile services (highly competitive environment)
- **EBITDA grew by 4% YoY** (9M 2023 included a one-off bad debt provision). On a normalised basis, EBITDA remained flat YoY
- **Healthy EBITDA margin of 53%, up by 4pp**
- Customer base increased by **1% to 3.0 million**

Solid topline growth sustained by higher service revenue

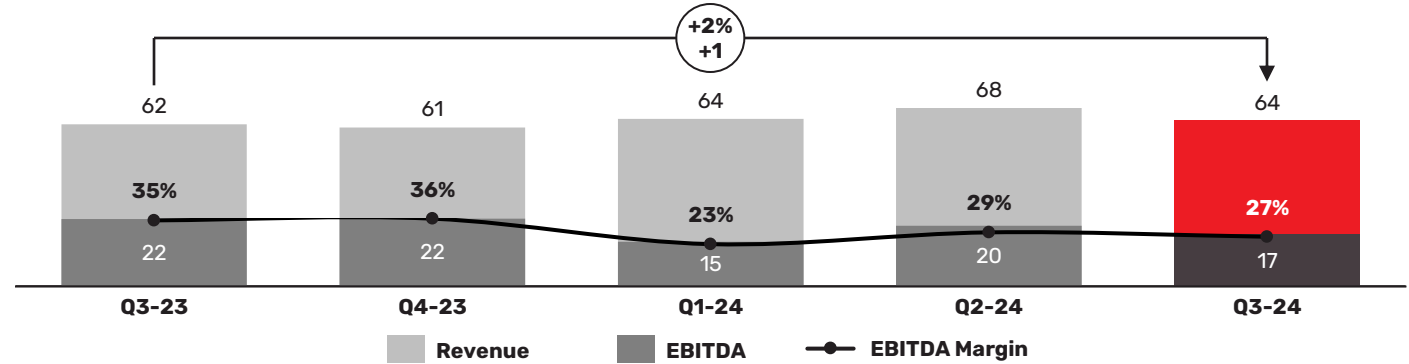
9M 2024
(QAR mn, % YoY)



Revenue segments
(KWD mn, % YoY)



Quarterly Trend (KWD mn)



9M 2024

- **Revenue grew** by **6%** YoY in LC supported by higher service revenue mainly from data & digital and equipment revenue
- **EBITDA decreased** by **15%** YoY in LC, impacted by one-off bad debt provisions recorded in 2024. Normalising for the one-off provisions, EBITDA **decreased by 2%** YoY
- **EBITDA margin** of **26%**, down by 6pp, diluted primarily by the one-off provisions
- **Customer base** remained flat at **2.9 million**



Oman

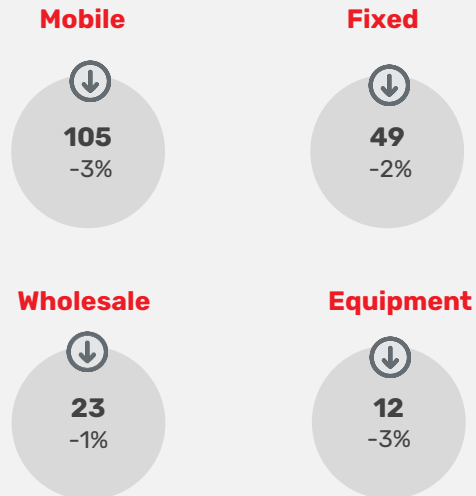


Resilient EBITDA margin maintained in a highly competitive market

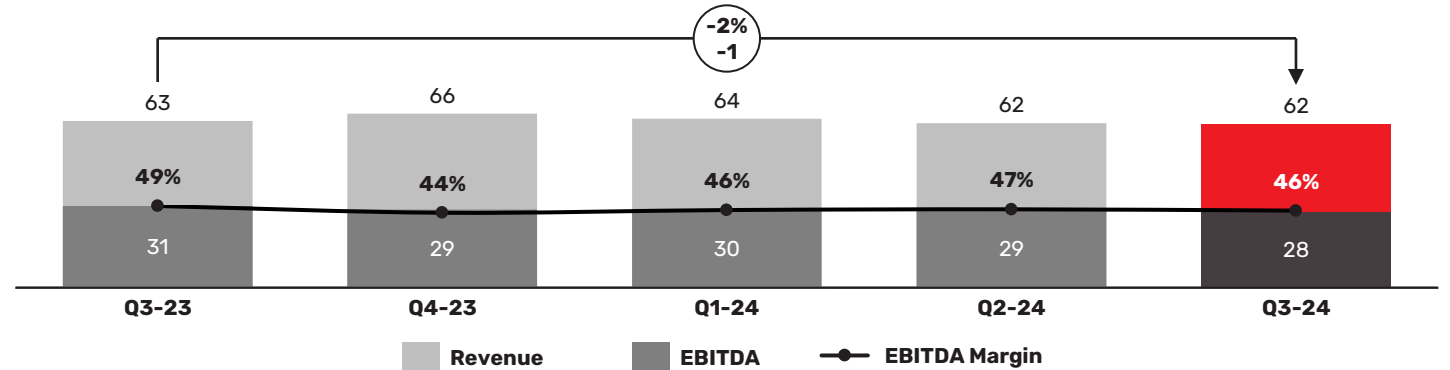
9M 2024 (QAR mn, % YoY)



Revenue segments (OMR mn, % YoY)



Quarterly Trend (OMR mn)

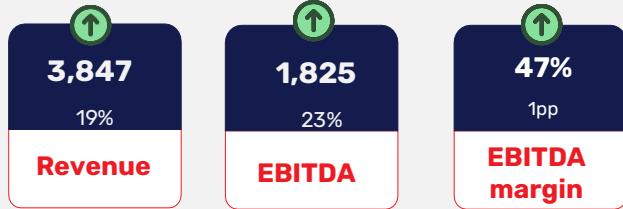


9M 2024

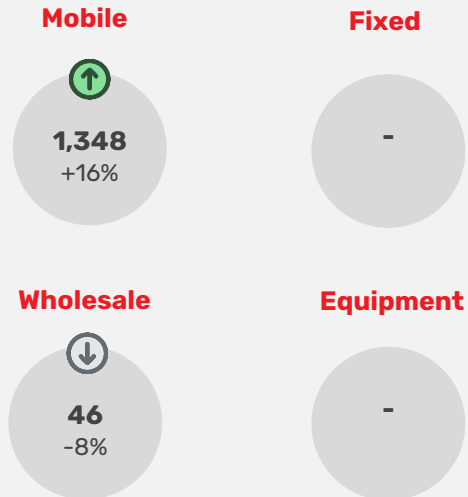
- **Intense competition** in the mobile segment continues to be a challenge
- **Revenue decreased** by 2% YoY mainly due to lower mobile revenue
- **EBITDA decreased** by 6% YoY impacted by pressure on the topline and gross margin
- Resilient **EBITDA margin** of 46%
- Customer base decreased by **10% YoY** to **2.8 million**
- Undertaking **several initiatives to enhance competitive advantage** in the market, including extending its 5G network and testing 5.5G, as well as conducting interactive marketing campaigns

Impressive growth maintained in favourable market conditions

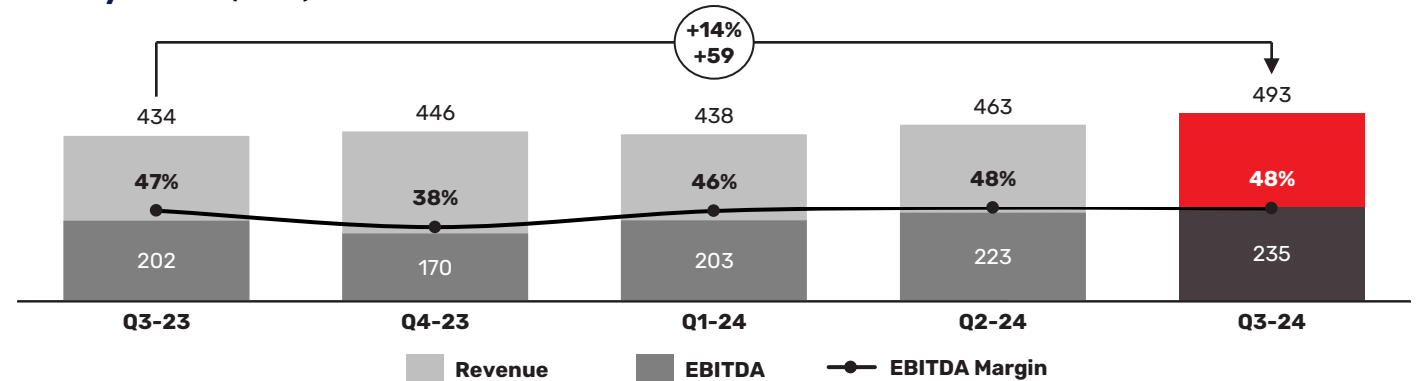
9M 2024 (QAR mn, % YoY)



Revenue segments (IQD bn, % YoY)



Quarterly Trend (IQD bn)



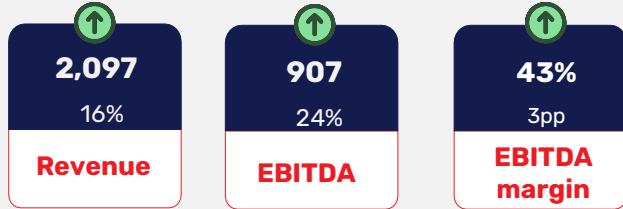
9M 2024

- Sustained positive momentum with **double digit growth** in revenue and EBITDA
- Leveraging the favourable market dynamics, additional customers & greater uptake of data services
- **Revenue expanded by 15%** YoY in LC, supported by voice and data
- **EBITDA growth of 19%** YoY in LC
- **EBITDA margin increased by 1pp** YoY to a solid **47%**
- Customer base grew by **9% to 18.6 million**

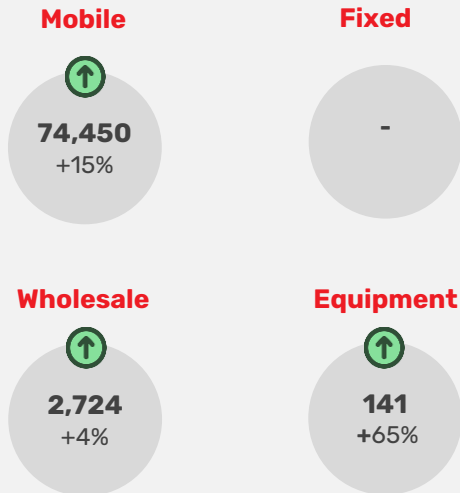


Impressive revenue and EBITDA growth supported by high-quality network and operational efficiencies

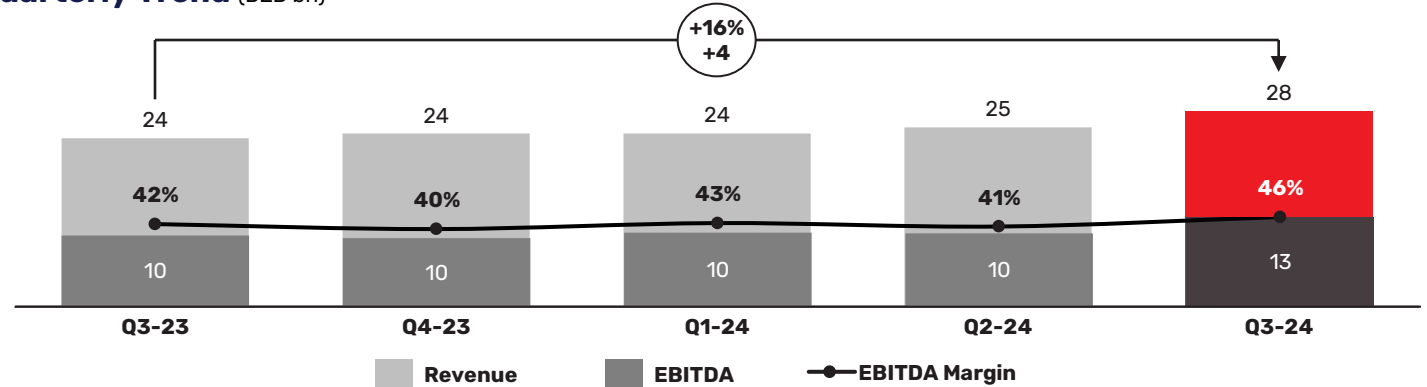
9M 2024 (QAR mn, % YoY)



Revenue segments (DZD mn, % YoY)



Quarterly Trend (DZD bn)



9M 2024

- Continued growth trajectory reaping the benefits of strategic investments within a high-quality network
- Data and digital revenue growth supported a **revenue increase of 15% YoY** in LC
- **EBITDA up by 22% YoY** in LC
- **EBITDA margin** expansion of **3pp** to **43%**
- Algerian Dinar appreciated by 1% against the US dollar, on a reported basis:
 - Revenue was up by **16% YoY**
 - EBITDA was up by **24% YoY**
- Expanded customer base by **10% YoY** to **14.5 million**

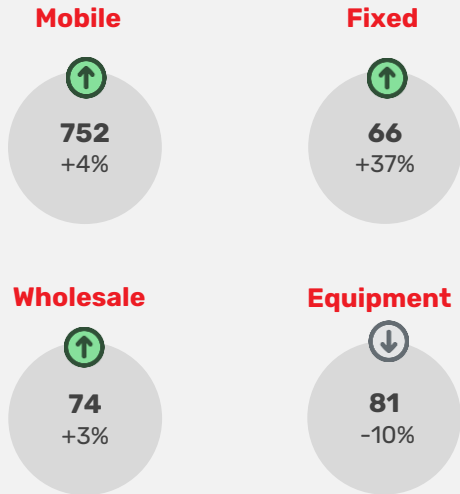


Targeted investments and operational efficiency support a healthy performance

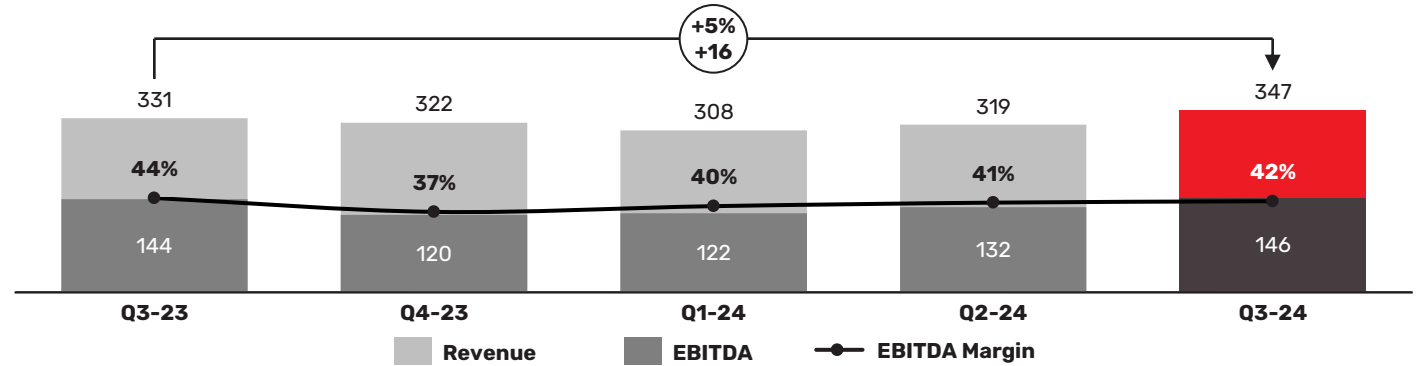
9M 2024
(QAR mn, % YoY)



Revenue segments
(TND mn, % YoY)



Quarterly Trend (TND mn)



9M 2024

- **Strategic investment** in the fixed business with a **focus on profitability** contributed positively to the operation's performance
- **Revenue up by 5% YoY** in LC
- Good topline growth led to improvement in EBITDA of **13% YoY** in LC
- Healthy **EBITDA margin of 41%, up 3pp YoY**
- 9M 2023 EBITDA and margin were impacted by one-off bad debt provision. Normalizing for this, **EBITDA** growth was 3% YoY
- Customer base contracted by **4%** to **7.0 million**

Solid revenue growth across all segments | Became the largest 5G network in the country

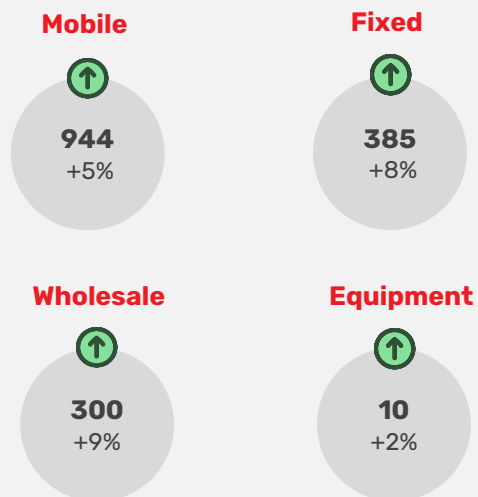
9M 2024

(QAR mn, % YoY)

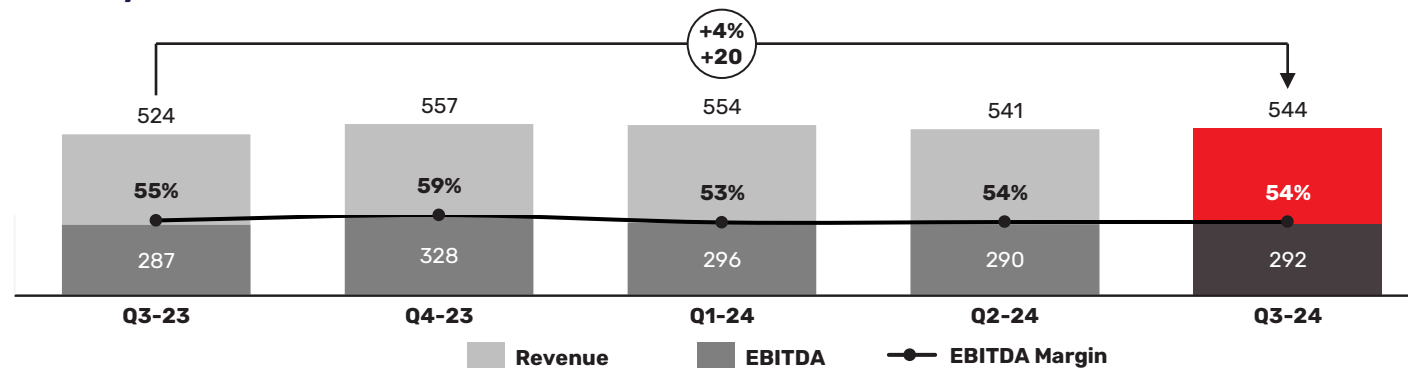


Revenue segments

(MVR mn, % YoY)



Quarterly Trend (MVR mn)



9M 2024

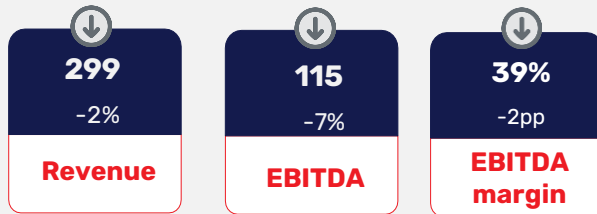
- Revenue **increased by 6%** YoY
- **EBITDA increased by 3%** YoY backed by healthy topline growth, offset partially by higher operational costs
- Solid **EBITDA margin of 54%**
- **Customers up by 2%** YoY to **399k**
- Expanded 5G coverage to reach **60%** of the population, becoming the **largest 5G network in the country**



Navigating with resilience | Ensuring customers remain connected

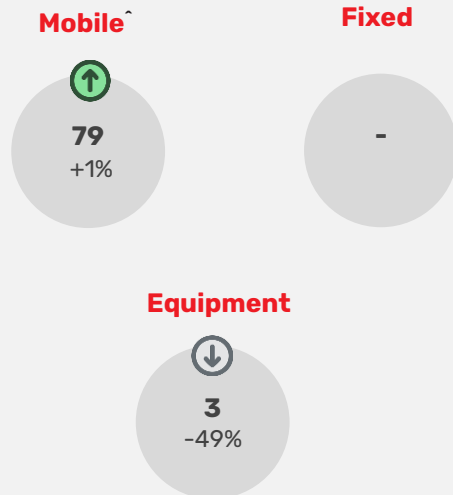
9M 2024

(QAR mn, % YoY)



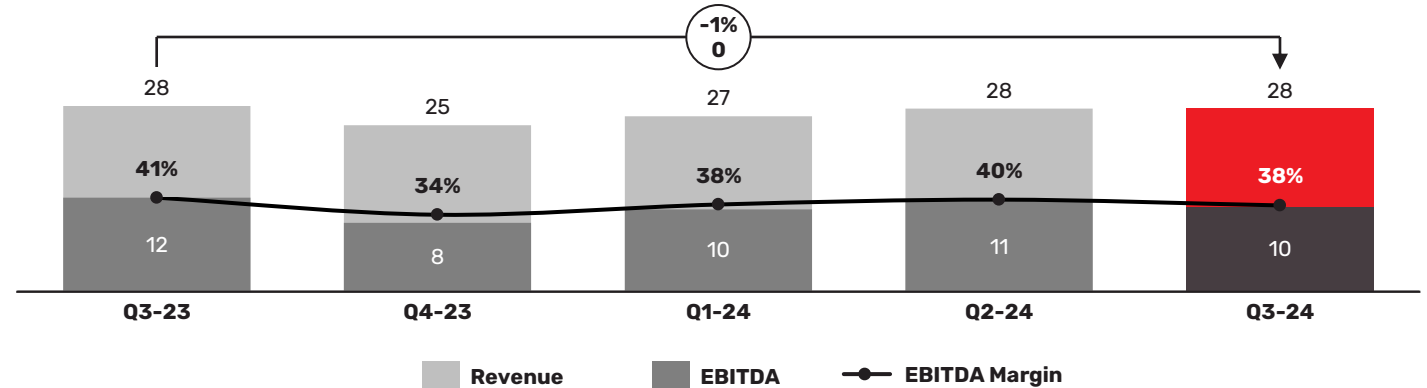
Revenue segments

(USD mn, % YoY)



[^]Includes wholesale revenue

Quarterly Trend (USD mn)

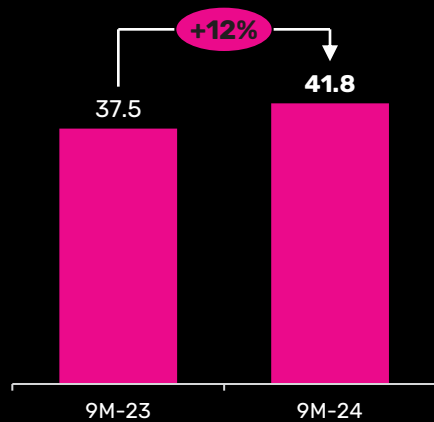


9M 2024

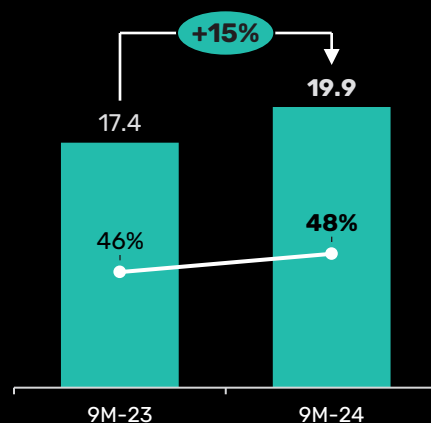
- Results shaped by the persistent **challenging operating environment**
- Local currency depreciation of 2% against US dollar (reporting currency)
- Prevailing circumstances and foreign exchange impact resulted in a **Revenue and EBITDA decrease of 2% and 7% YoY respectively** on a reported basis
- **EBITDA margin of 39%**
- **Customer base grew by 8% YoY to 1.5 million**
- Provided free integrated bundles, in the form of voice and data packages, as a **humanitarian aid** to keep people connected and deployed the first 'Cell on Wheel' aimed at **improving network efficiency and expanding coverage** across the Gaza Strip

IOH | Solid indicators overall

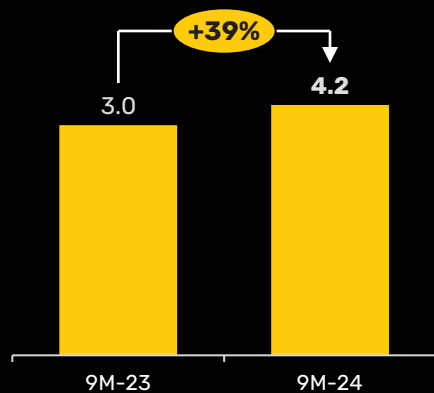
Revenue (IDR tn)



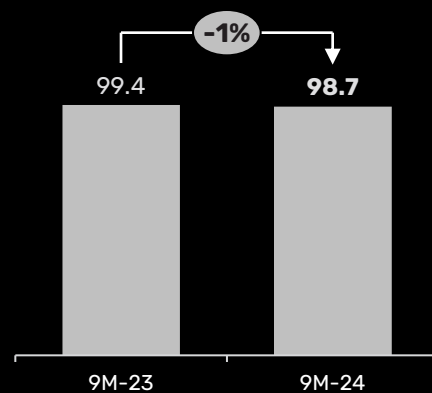
EBITDA (IDR tn) & margin



Net Profit (IDR tn)



Customers (mn)





04 APPENDIX

KPIs Technology: Q3 2024



Country	Total Sites	4G FDD Sites as % of total towers	4G Population Coverage %	5G Population coverage %	Total Data Volume GB	4G Contribution in total traffic %	Data Volume Grow %
Algeria	7,802	95.91%	92.00%		1,215,093,416	91.36%	34.40%
Iraq	7,874	99.52%	98.46%		806,648,934	91.34%	51.88%
Kuwait	2,921	99.66%	98.60%	90.30%	1,375,477,585	50.03%	25.19%
Maldives	783	99.49%	100.00%	60.00%	60,688,150	84.93%	26.95%
Oman	2,938	95.34%	98.28%	87.60%	601,053,281	40.56%	11.75%
Qatar	4,059	96.35%	99.90%	98.95%	318,820,348	61.94%	11.01%
Tunisia	2,861	99.02%	98.50%		653,027,155	93.22%	24.71%
Palestine [^]	1,034	71.57%	93.40%		35,653,874	99.22%	-2.91%
Total	30,272	94.32%			5,066,462,743	71.78%	27.71%

- Values as reported by OpCos in September 2024 report
- Palestine has only 3G coverage, all figures from Palestine columns are referring to 3G, not 4G

KPIs Commercial: 9M 2024



Country	Churn Mobile	Churn Fixed	NPS*	Data users ('000)	MyOoredoo App users ('000)	Digital recharge	RMS **	Number of complaints per 1000 subs	Post paid as % of total subs
Algeria	3%	-	36	8,408	1,310	97%	48%	1	14%
Iraq	7%	-	43	10,418	4,474	49%	57%	2	2%
Kuwait	3%	2%	51	2,114	1,541	52%	27%	4	29%
Maldives	5%	2%	41	230	232	37%	44%	5	25%
Oman	4%	3%	13	1,278	995	47%	30%	4	28%
Qatar	6%	2%	43	1,874	895	75%	69%	8	39%
Tunisia	6%	2%	25	3,933	1,616	37%	34%	4	16%

*NPS is the average of Q1,Q2 and Q3 2024

**RMS figure: YTD as per latest available quarter. Algeria, Iraq and Oman RMS are bilateral vs Djezzy, Zain and Omantel respectively

Shareholder returns | Dividends

Dividend policy – effective 2019

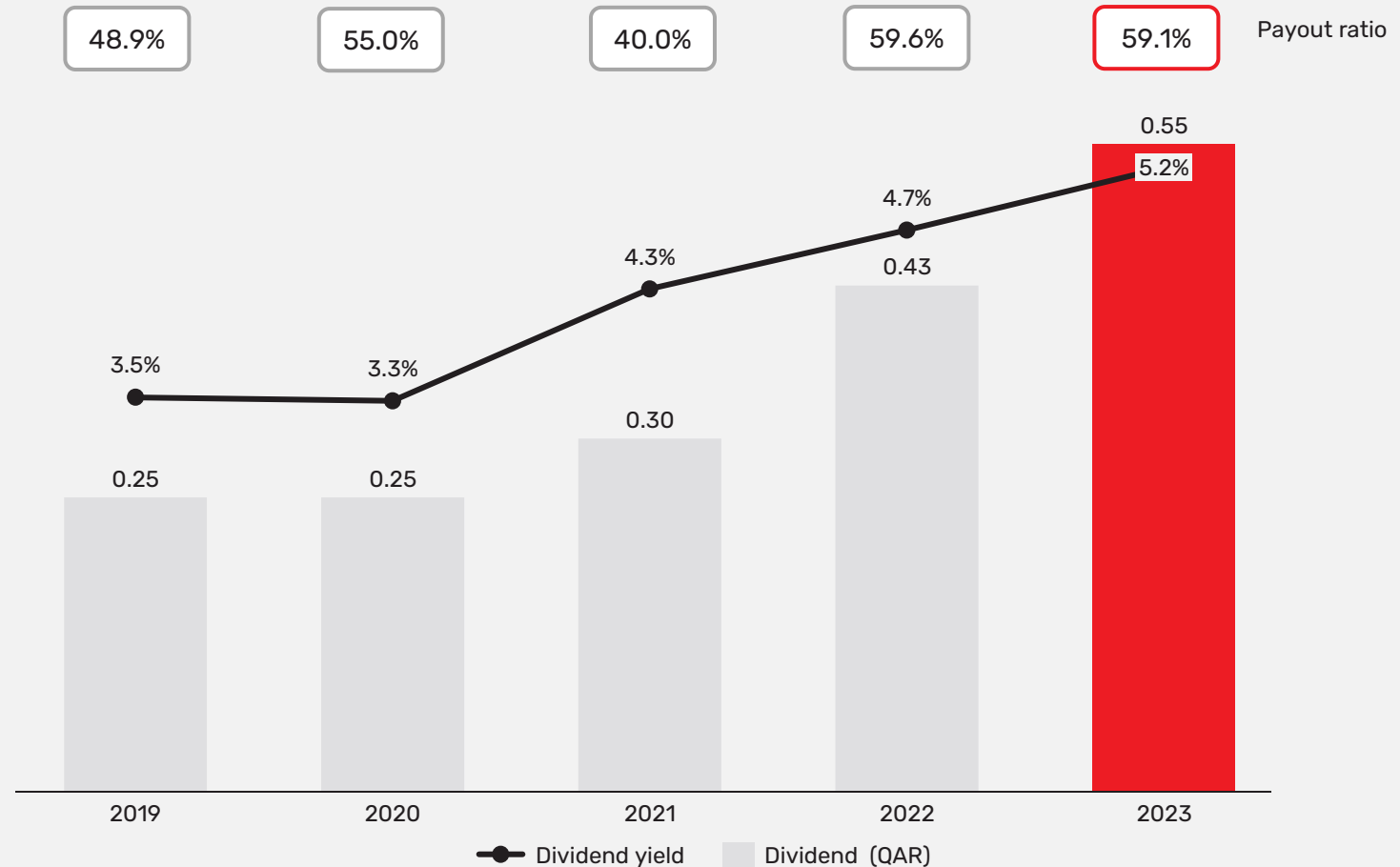
Sustainable & progressive dividend policy, aiming for a dividend payout in the range of **40% to 60% of normalised earnings[^]**

FY 23

Board proposed a **cash dividend of QAR 0.55** per share for 2023, dividend yield of 5.24% as of 12 February 2024

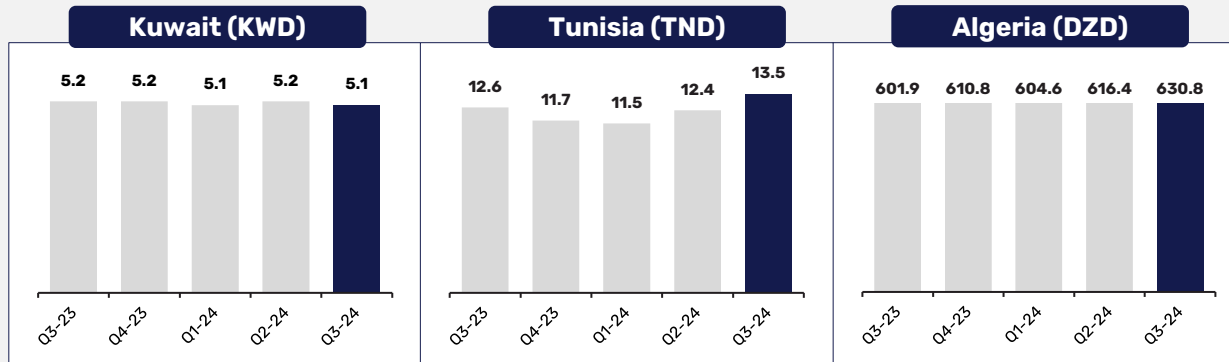
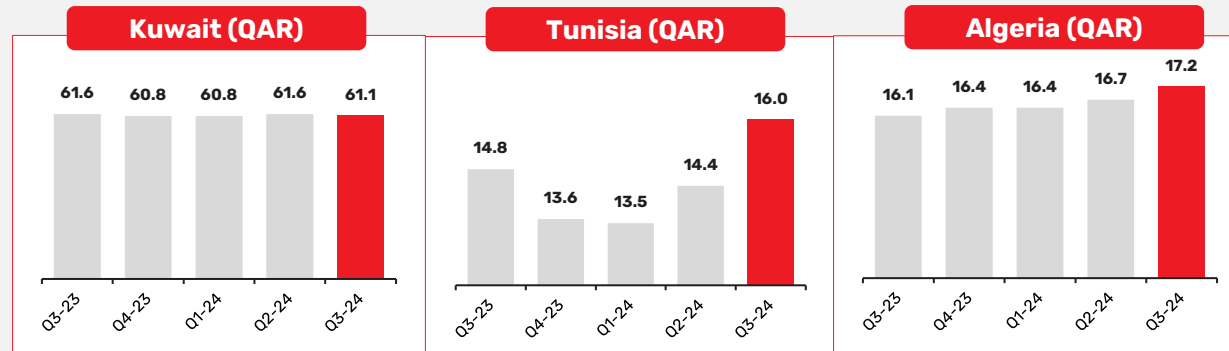
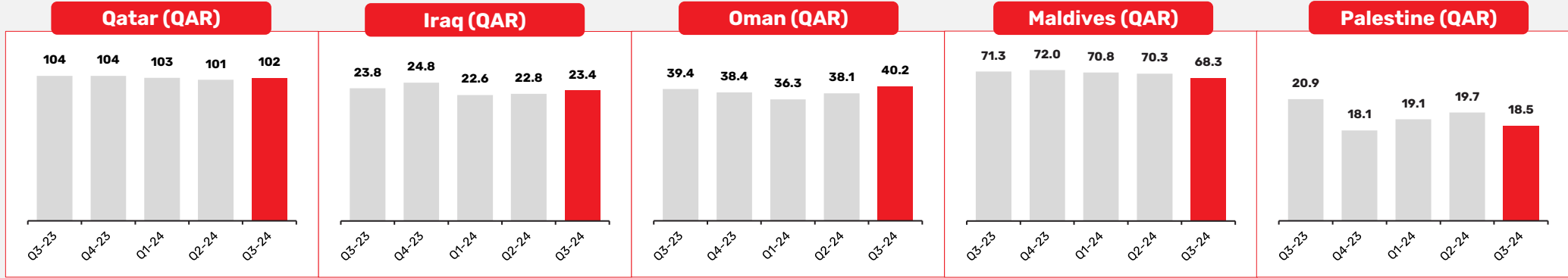
Dividend paid in 2023 was QR 0.43, ex-dividend date 8 March 2023, dividend **yield of 4.77%**

Dividend history



[^]Normalised earnings defined as earnings from continuing operations excluding once off or extraordinary items (including FX)

Blended ARPU



Opcos licence general information



Fixed Licence

Country	Issuance date	Expiry date
Qatar	7 October 2007	6 October 2032
Kuwait	--	--
Iraq	--	--
Oman	8 June 2009	7 June 2034
Algeria	--	--
Tunisia	May 2012	May 2027
Indonesia	17 March 2003	Indefinite
Maldives	18 August 2015 (VOIP)	31 January 2035
Palestine	--	--

Mobile Licence

Issuance date	Expiry date
7 October 2007	6 October 2027
13 October 1997 Emiri Decree	Indefinite
30 August 2007	29 August 2030
23 February 2020	22 February 2035
2G: 14 Jan. 2004	2G: 13 March 2029
3G: 02 Dec. 2013	3G: 01 Dec. 2028
4G: 04 Sep. 2016	4G: 03 Sep. 2031
2G: 14 May 2017	2G: 13 May 2027
3G: 24 May 2012	3G: 23 May 2027
4G: 15 March 2016	4G: 14 March 2031
March 1993	Indefinite
1 February 2020 (20 yr extension to existing license)	31 January 2035
14 March 2007	10 September 2029

Statutory corporate income tax (CIT) rates



Country	Statutory CIT rate	Losses Carry Forward Allowed
Algeria	26%	4 years
Iraq	15%	5 years
Kuwait	15%	3 years
Maldives	15%	5 years
Oman	15%	5 years
Palestine	20%	5 years
Qatar	10%	5 years
Singapore	17%	Indefinitely
Tunisia	15% 35%	5 years

Comments
GCC companies (including NMTC) are exempted from CIT, but are subject to 4.5% Zakat, KFAS & National Labour Support Tax on consolidated profits
No CIT is levied on a corporate entity that is wholly owned by Qatari nationals and GCC nationals that are resident in Qatar and companies listed on Qatar Stock Exchange. Listed companies are subject to 2.5% Sport and Social Contribution levy For QFC entities, no CIT on foreign revenues and 10% CIT on local source revenues
. 15% standard CIT rate . 35% CIT rate applies to oil companies, banks, financial institutions and telecommunication companies . 4% (3%) Social Solidarity Contribution Fee (increased from 1% as of 2022) is applicable to companies subject to CIT rate of 35% (15%)

THANK YOU

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