

Ooredoo Group

9M 2013 Results

ooredoo

Disclaimer

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- 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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Contents

- **Results review**
- Strategy review
- Operations review

Group Results

Key 2013 9M Highlights

Overview

Results
Review

Strategy
Review

Operations
Review

Additional
Information

Group revenue growth of 2.6%

- Strong performances in Qatar, Algeria and Iraq were partially offset by competitive dynamics and challenging economic environment in Kuwait and Tunisia

Adjusted Net Profit excluding FX increases 12% on previous year

- Net profit attributable to Ooredoo shareholders includes Foreign Exchange losses primarily from Indosat. Excluding this FX impact the Net Profit to Ooredoo shareholders stood at the same level as in Q3 2012 and increased by 12% for 9 months 2013.

Ooredoo Myanmar working on roll out plans

- Ross Cormack, former Nawras CEO, appointed as Ooredoo Myanmar CEO in October 2013.
- Ooredoo Myanmar is in the process of finalizing the license terms and preparations are underway for the commercial roll-out of next generation mobile services

Post period award of provisional Algerian 3G license to Nedjma

- Nedjma received a provisional license to operate 3G services from the Algerian Regulatory Authority for Post and Telecommunications



Group Results¹

Revenue and EBITDA

Overview

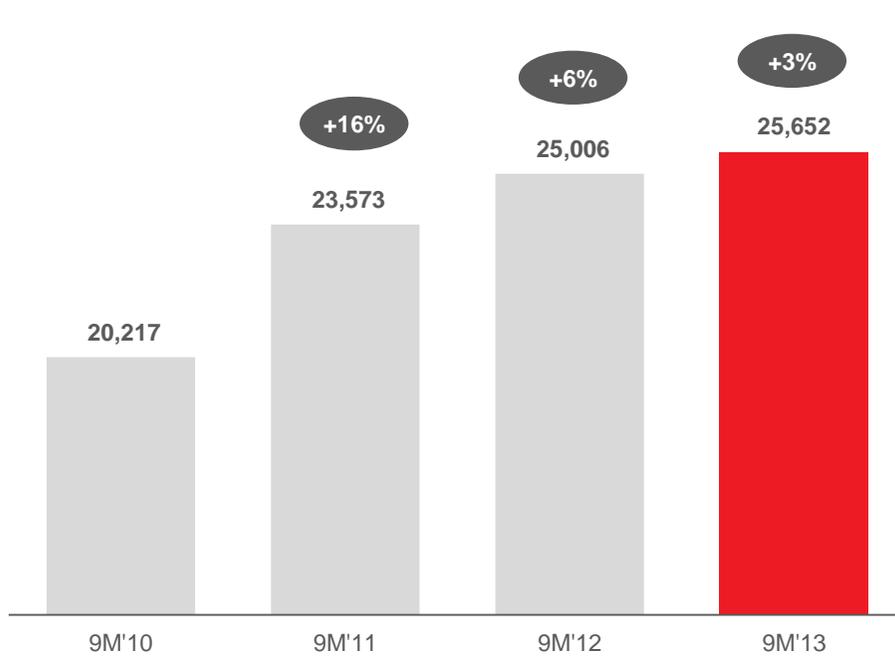
Results Review

Strategy Review

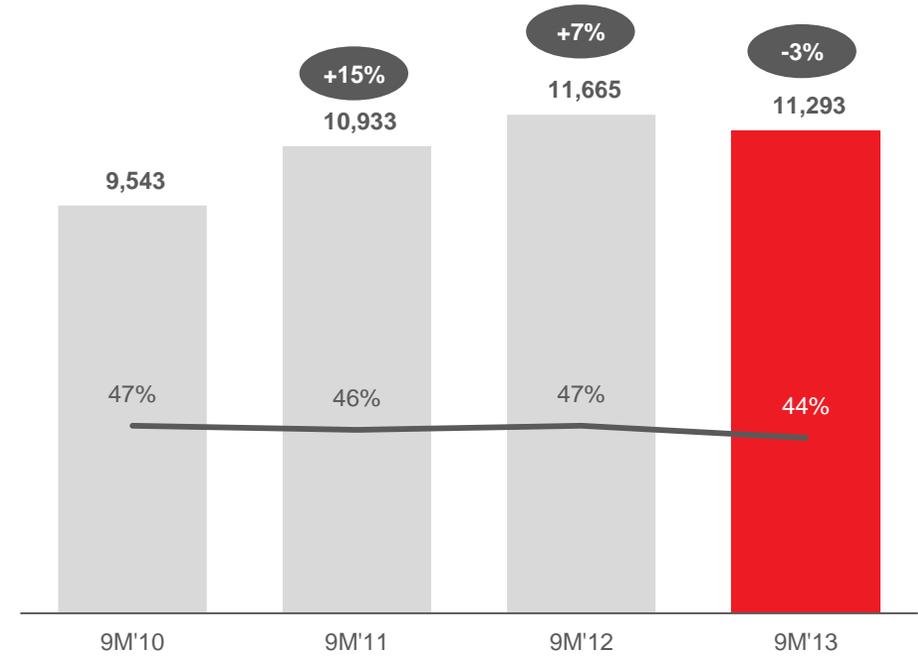
Operations Review

Additional Information

Revenue (QARm)



EBITDA (QARm) and EBITDA Margin



Solid revenue performance

EBITDA margin impacted by competitive pressure, economic environment and one-off items (Myanmar, branding)

Note: (1) All Indosat results as reported adhere to IFRS which may in some instances differ from INDOGAAP; Tunisiana is 50% consolidated up to December 2010 and fully consolidated from 2011



Group Results

Net Profit and Net Debt¹

Overview

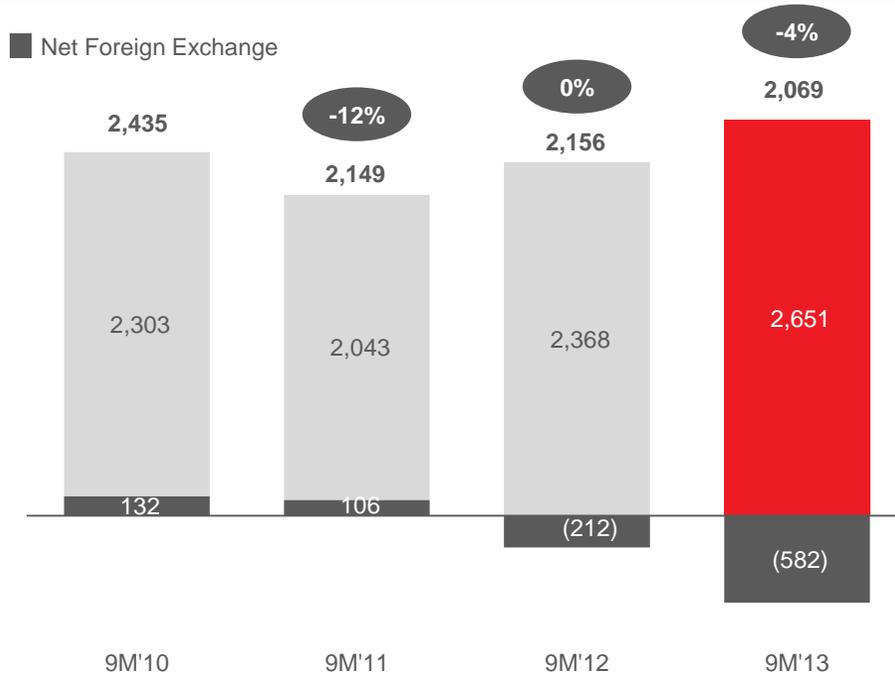
Results Review

Strategy Review

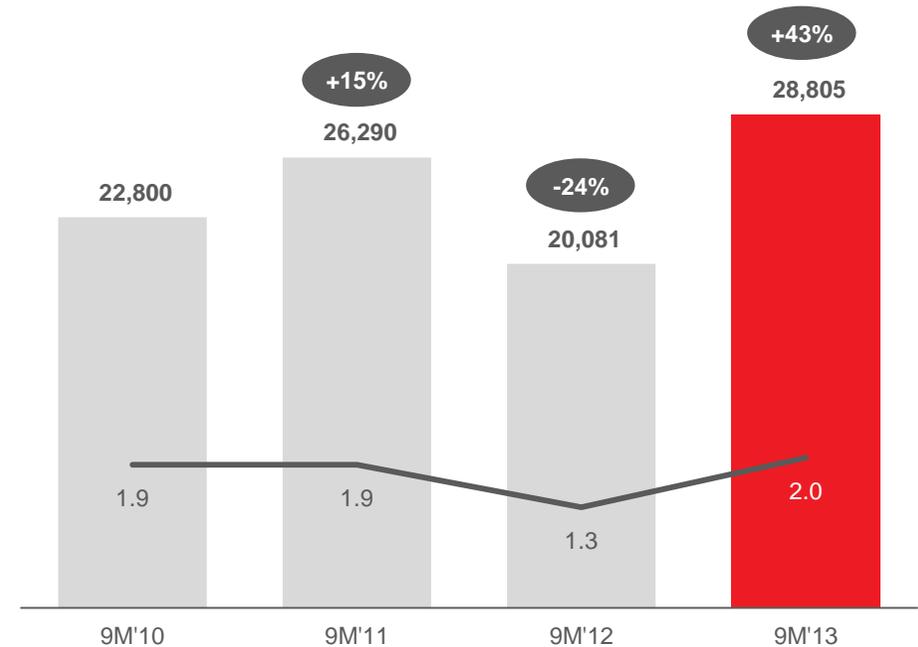
Operations Review

Additional Information

Net Profit Attributable to Ooredoo Shareholders (QARm)



Net Debt¹ (QARm) and Net Debt/EBITDA ratio



Net Profit excluding FX is growing by 12%
Group leverage remains in target range

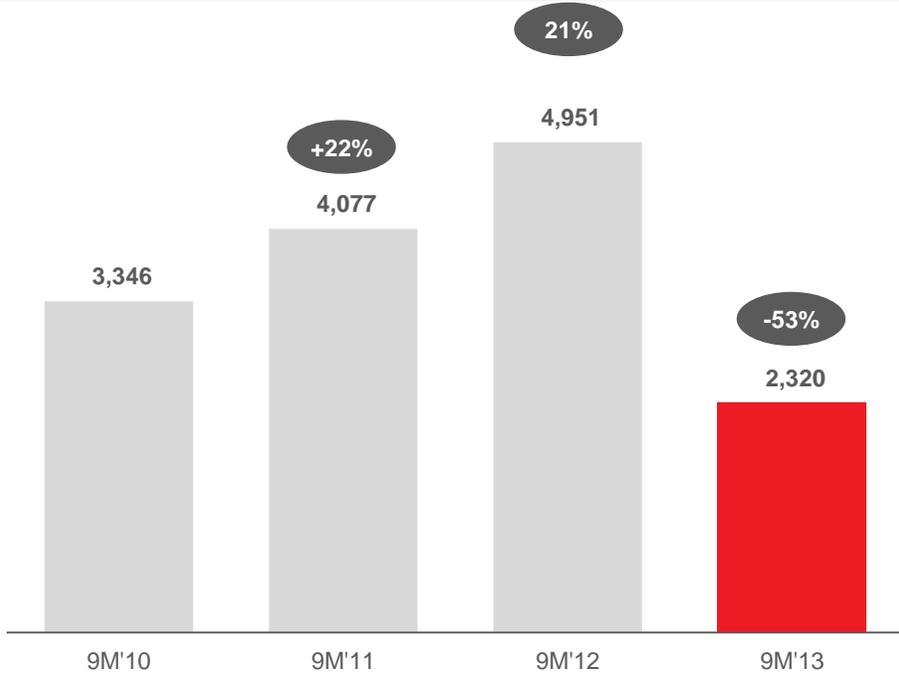
Note: (1) Net Debt = Total interest bearing loans and borrowings (Net of project finance entities)+ contingent liabilities (letters of guarantee + letters of credit + finance lease + vendor financing) – cash (net of restricted cash and below BBB+ rating)



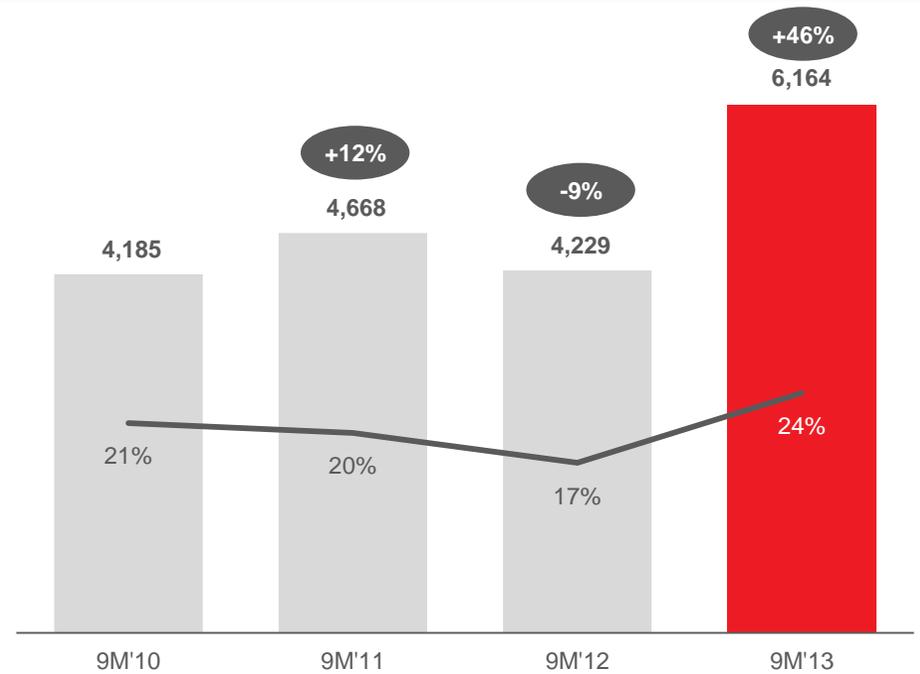
Group Results

Free Cash Flow and Capital Expenditure

Free Cash Flow¹ (QARm)



Capex (QARm) and Capex/Revenue (%)



Increased Capex requirements for state-of-the-art networks in guidance range

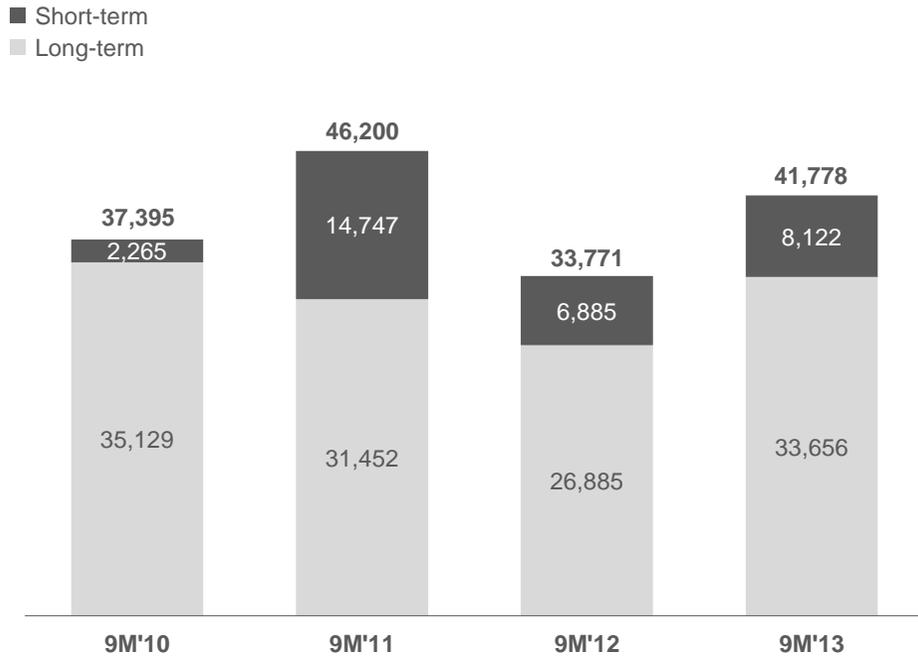
Note: (1) Free cash flow = Net profit plus depreciation and amortization less Capex; Capex excludes license fee obligations; Net profit adjusted for extraordinary items



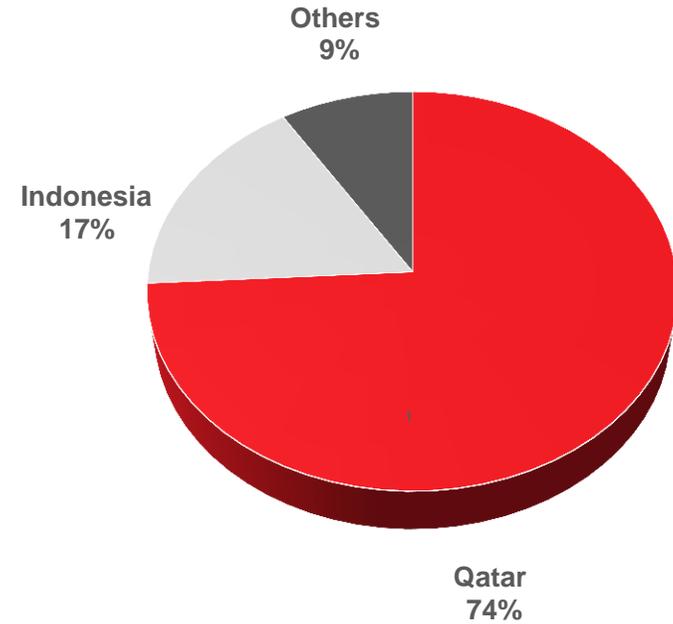
Group Results

Total Group Debt Breakdown

Total Group Debt (QARm)



Total Group Debt Breakdown (as of September 30, 2013)

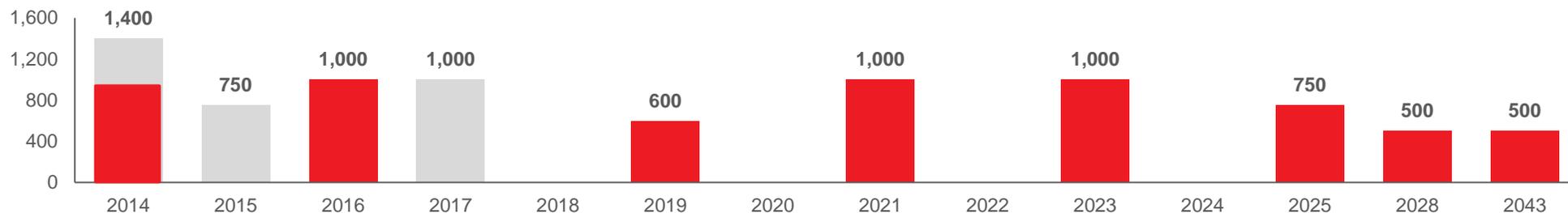


Balanced Group debt mainly at Corporate level
Debt primarily used for M&A activities

Note: (1) Includes Qtel International Finance Limited



Debt Profile – Ooredoo Q.S.C. Only (US\$ millions)



Loan Type (in US\$ millions)	Amount	Usage	Rate ⁽¹⁾	Maturity
RCF(1)	750	750	Libor +155 bps	26 May 2015
QNB QAR3bn RCF	823	0	QAR rates	Available till 31 Jan 2014
QIB Commodity Murabaha Facility	500	500	Libor + 95bps	14 May 2014
RCF(2)	1,000	1,000	Libor + 85 bps	2 April 2017
Total	3,037	2,250		

Bonds Issued (in US\$ millions)	Issue Amount	Interest Rate	Maturity
Fixed Rate Bonds due 2014	900	6.50%	10 Jun 2014
Fixed Rate Bonds due 2016	1,000	3.375%	14 Oct 2016
Fixed Rate Bonds due 2019	600	7.875%	10 Jun 2019
Fixed Rate Bonds due 2021	1,000	4.75%	16 Feb 2021
Fixed Rate Bonds due 2023	1,000	3.25%	21 Feb 2023
Fixed Rate Bonds due 2025	750	5.00%	19 Oct 2025
Fixed Rate Bonds due 2028	500	3.875%	31 Jan 2028
Fixed Rate Bonds due 2043	500	4.50%	31 Jan 2043
Total	6,250		

Total outstanding debt as at 30 September 2013 at Ooredoo Q.S.C. level

US\$ 8,500 million

Conservative debt profile spread out until 2043
Short term liabilities covered by comfortable cash balances

Note: (1) There is an additional 10bps utilization margin across the facilities
 (2) There is an additional 30bps utilization margin across the facilities

Group Results

Total and Proportional Customers

Overview

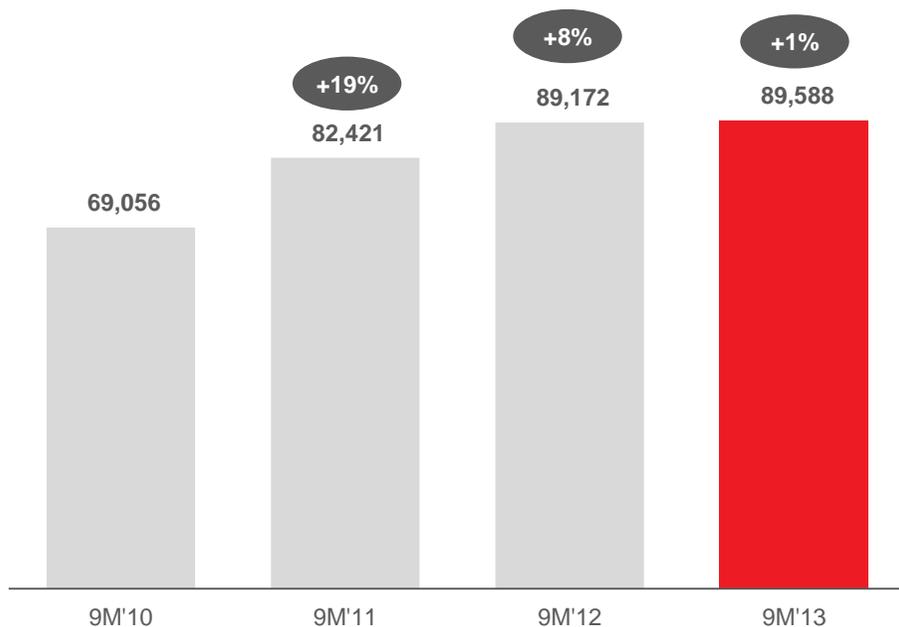
Results Review

Strategy Review

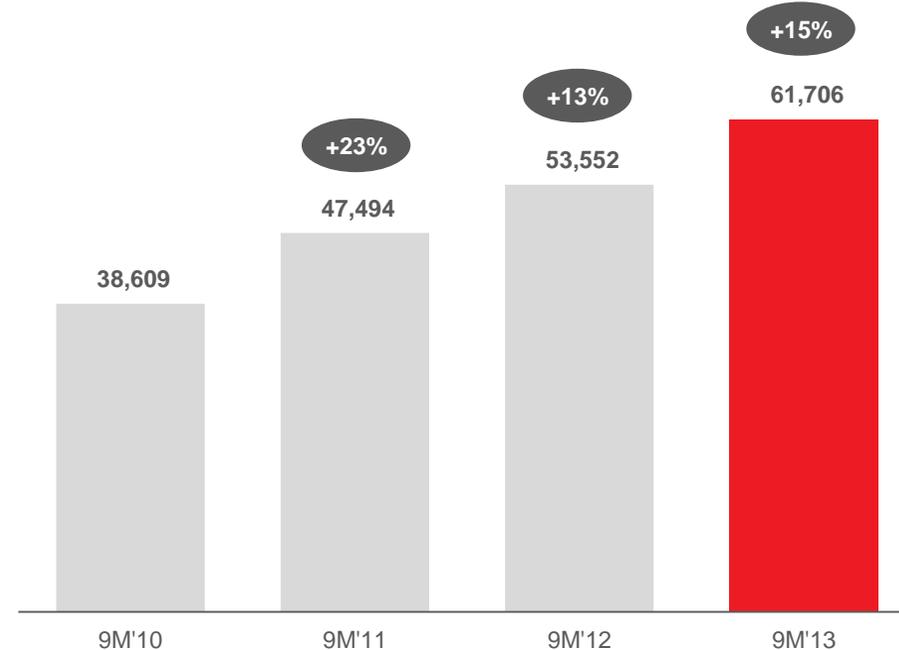
Operations Review

Additional Information

Total Customers



Proportional Customers



Proportional customer growth a result of increased stakes in Asiacell, Wataniya Group and Tunisiana



Group Results

2013 9M Performance Summary

[Overview](#)
[Results Review](#)
[Strategy Review](#)
[Operations Review](#)
[Additional Information](#)

QAR Millions	9 months ended September 2013	9M 2013 / 9M 2012	2013 Annual Guidance
Consolidated revenue	25,652	+3%	+2 - 6%
EBITDA	11,293	-3%	+1 - 5%
Net profit attributable to Ooredoo shareholders	2,069	-4%	-
Earnings per share ⁽¹⁾ (in Qatari Riyals)	6.46	-13%	-
Market capitalization (as of 30 September 2013)	44,780	+33%	-
Capital expenditure	6,164	+46%	8,000 – 9,000

Note: (1) Earnings per share have been restated as a result of the issuance of 30 percent bonus shares and 40 percent rights issue in March 2012 and May 2012 respectively



Contents

- Results review
- **Strategy review**
- Operations review

Group Strategy

Executing on our strategic opportunities

Overview

Results
Review

Strategy
Review

Operations
Review

Additional
Information



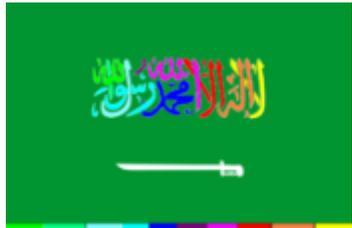
Ooredoo Myanmar

- Post-period appointment of Ross Cormack as CEO (former CEO of Nawras in Oman) in October 2013
- License terms not yet finalized, positive discussions with the Government continue



Nedjma Algeria

- Post-period award of provisional 3G license to Nedjma, Algeria



Bravo Kingdom of Saudi Arabia

- Post-period Wataniya Group divests “Push to Talk” operator “Bravo”
- Specialized technology standard that is non-core to Ooredoo Group’s strategy.
- Advancement of BOT ‘build, operate, transfer’ arrangement
- Final settlement from Bravo to STC of approx. USD 65 Mill. to settle STC dues, pending necessary regulatory approvals



Contents

- Results review
- Strategy review
- **Operations review**

QARm

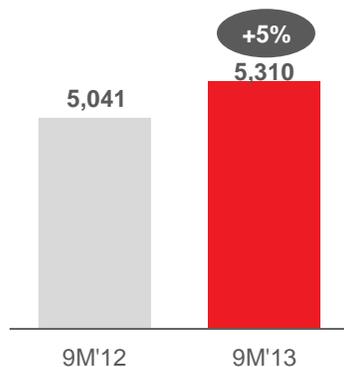


- 1 US\$ = 3.6415 Qatari Riyal (QAR)¹

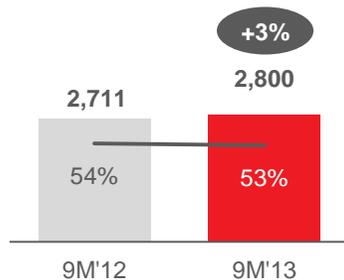
- Record revenue quarter
- EBITDA impacted by brand roll out and sponsoring
- 4G services now fully launched
- Further expansion of Ooredoo fiber to the Home program
 - 204,000 homes passed
 - 120,000 connected
- Ooredoo brand recognition exceeding competition and former “Qtel” name
- Headquarter two opened with new call centre and high tech paperless Ooredoo shop
- QNBN (Qatar National Broadband Network) discussions ongoing

QARm

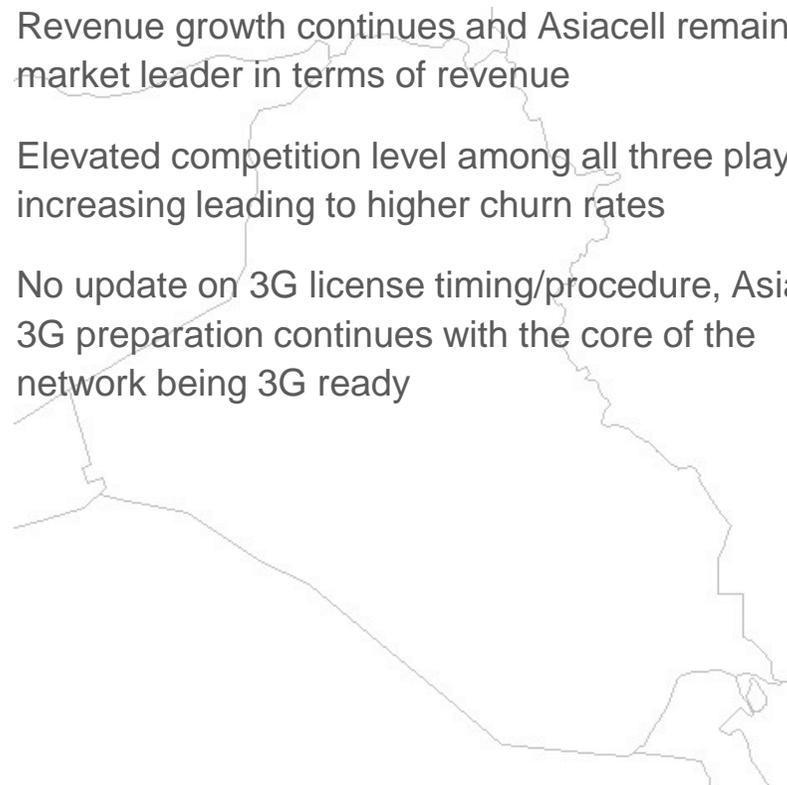
Revenue



EBITDA & Margin

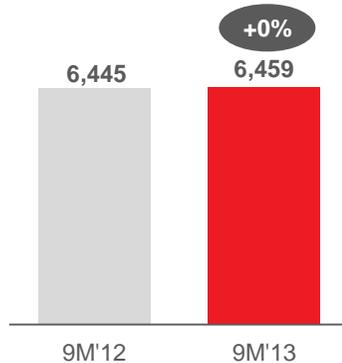


- Revenue growth continues and Asiacell remains market leader in terms of revenue
- Elevated competition level among all three players increasing leading to higher churn rates
- No update on 3G license timing/procedure, Asiacell 3G preparation continues with the core of the network being 3G ready

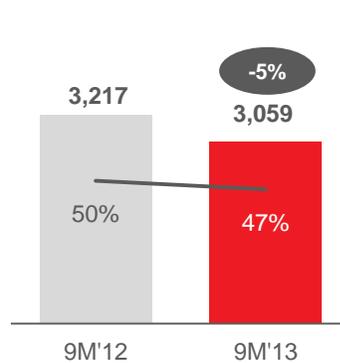


QARm

Revenue

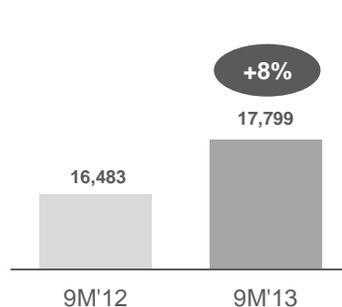


EBITDA & Margin

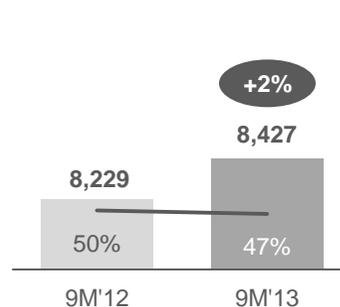


IDRbn¹

Revenue

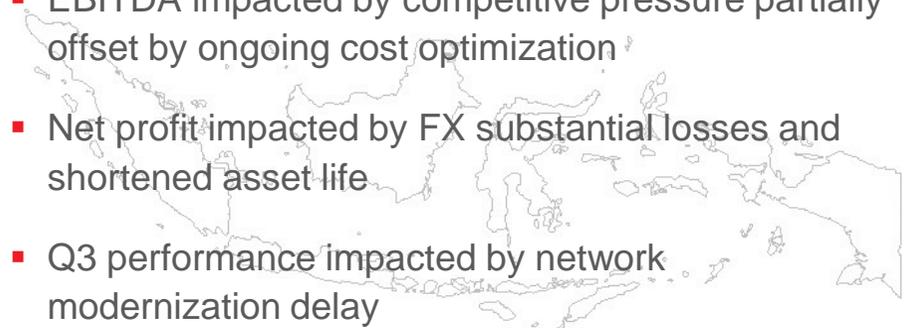


EBITDA & Margin



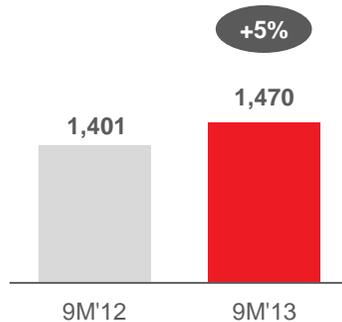
- 1 US\$ = 10,048 Indonesia Rupiah (IDR)²

- YoY local currency revenue increase driven by Cellular data revenue and Fixed Data business
- EBITDA impacted by competitive pressure partially offset by ongoing cost optimization
- Net profit impacted by FX substantial losses and shortened asset life
- Q3 performance impacted by network modernization delay
- South Bali 3G 900/2100 HSDPA+ network successfully launched.

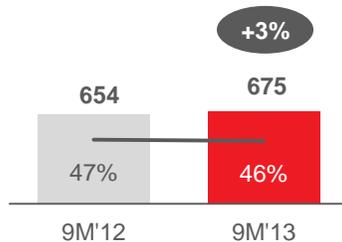


QARm

Revenue



EBITDA & Margin

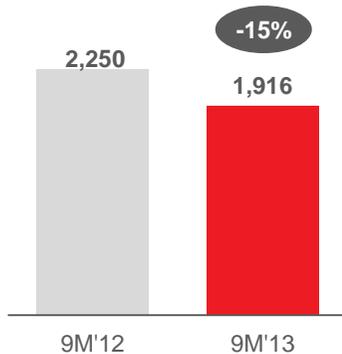


- 1 US\$ = 0.38463 Omani Rial (OMR)¹

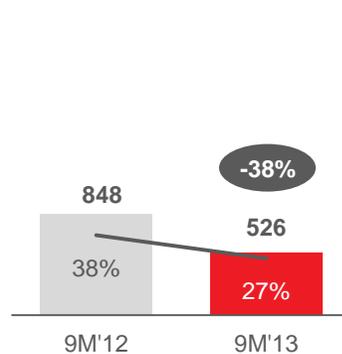
- Revenue increase is driven by data and fixed revenues, offset partially by SMS
- 11% growth in total number of customers
- Fixed business continues to grow rapidly
- Investment in network modernization continues to affect net profit through higher depreciation
- Modernization phase two started (outside Muscat the capital area)
- Greg Young, appointed as new CEO. Almost 30 years industry experience, former CEO of Sri Lanka Telecom

QARm

Revenue

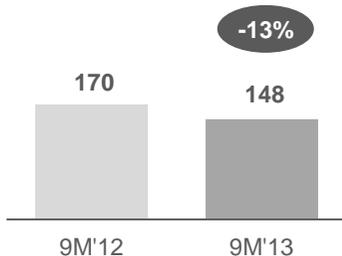


EBITDA & Margin

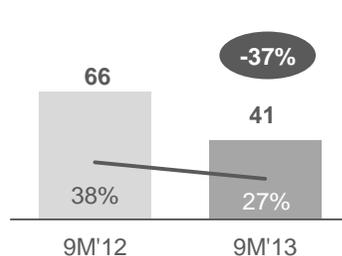


KWDm

Revenue



EBITDA & Margin



- 1 US\$ = 0.2850 Kuwait Dinar¹

- Mobile Number Portability implemented before the network has been fully modernized, performance negatively impacted
- Aggressive pre and postpaid discount promotions implemented to reduce customer churn.
- Network modernization plan is back on track with LTE services launched in July, more 4G base stations planned
- Highest quality 3G network provides good platform for growth in data business
- Key management positions appointed (CMO)
- Increased number of Wataniya retail shops from 17 to 33

Group Operations Algeria

Overview

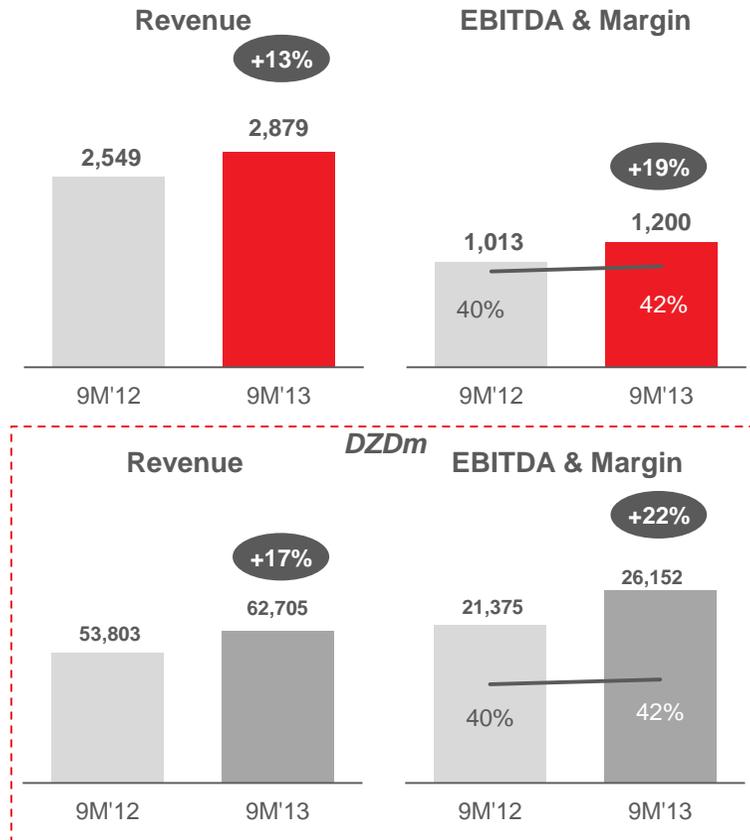
Results
Review

Strategy
Review

**Operations
Review**

Additional
Information

QARm



- 1 US\$ = 79.8 Algerian Dinar (DZD)

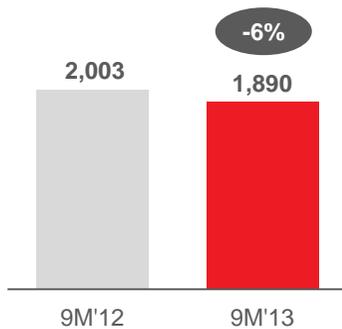
- Revenue increase in line with market growth
- Received provisional 3G license, preparation continues for launch in December 2013
- 'Start program' promoting development of mobile apps
- Push on B2B sector; focus on large, key accounts



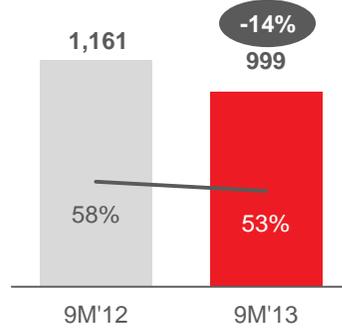
Note: (1) nine month average rate January – September 2013

QARm

Revenue

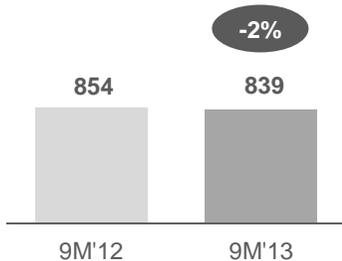


EBITDA & Margin

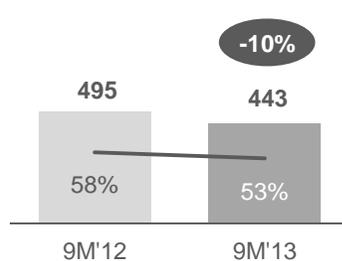


TNDm

Revenue



EBITDA & Margin



- 1 US\$ = 1.627 Tunisian Dinar (TND)

- Continuing political and economic instability impacting overall market growth
- Good results in August as post-Eid activities helped growth
- Strong market leadership although tariff erosion impacting revenue and EBITDA
- Strengthening growth in data with 3G launch, realizing market leadership in small screen data
- Strong revenues in international incoming traffic as foreign exchange denominated tariffs preserve value
- Negative FX impact due to Tunisian Dinar weakness
- Cost control programs underway to preserve EBITDA

Contents

- Results review
- Strategy review
- Operations review

- **Additional information**

Additional Information

Key Operations Importance to Group

Overview

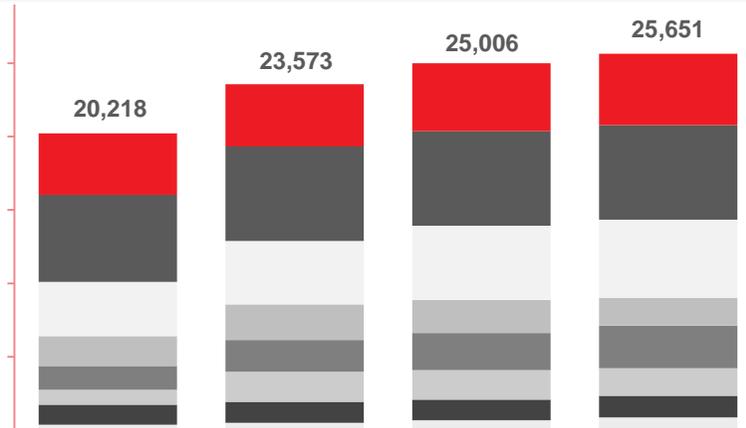
Results Review

Strategy Review

Operations Review

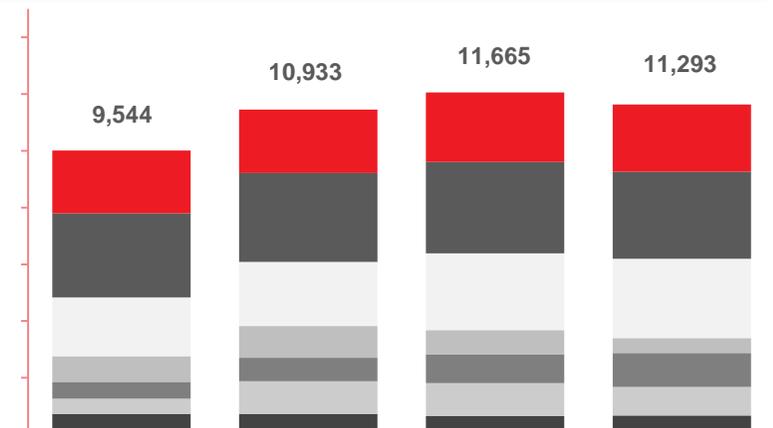
Additional Information

Revenue (QARm)



Region	9M'10	9M'11	9M'12	9M'13
Qatar	4,197	4,244	4,645	4,860
Indonesia	5,928	6,438	6,445	6,459
Iraq	3,692	4,331	5,041	5,310
Kuwait	2,043	2,420	2,250	1,917
Algeria	1,610	2,167	2,549	2,879
Tunisia	1,014	2,047	2,003	1,890
Oman	1,373	1,439	1,401	1,470
Others	361	487	672	866

EBITDA (QARm)



Region	9M'10	9M'11	9M'12	9M'13
Qatar	2,206	2,241	2,456	2,368
Indonesia	2,969	3,131	3,217	3,060
Iraq	2,068	2,256	2,711	2,800
Kuwait	905	1,126	848	526
Algeria	596	821	1,013	1,201
Tunisia	533	1,156	1,161	999
Oman	728	726	654	675
Others	(461)	(524)	(395)	(366)

Note: Tunisia is 50% consolidated up to December 2010 and fully consolidated from 2011



Additional Information

Key Operations Importance to Group

Overview

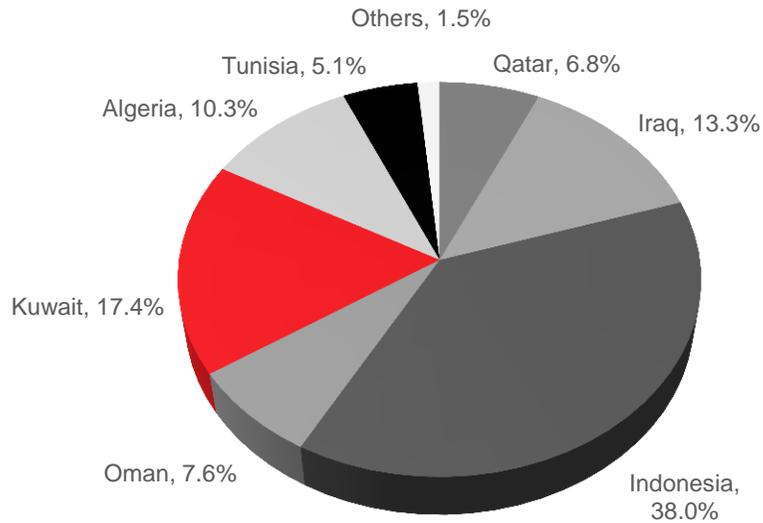
Results Review

Strategy Review

Operations Review

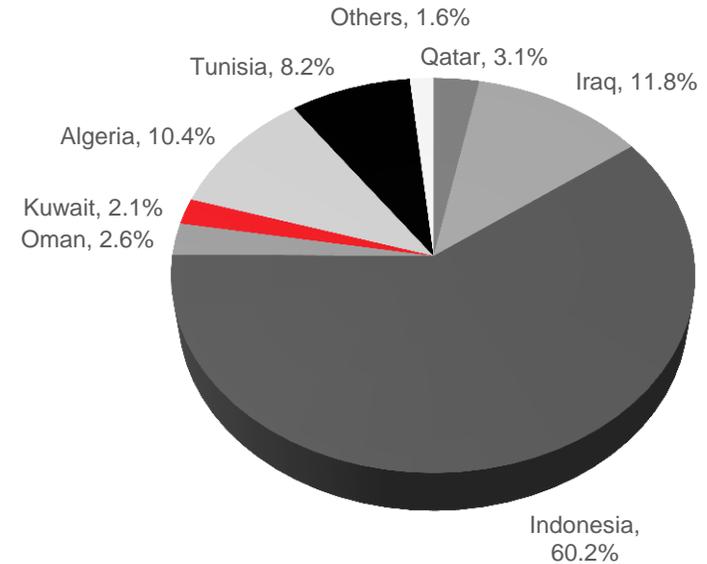
Additional Information

Capex



9M 2013 Capex = QAR 6,164 m

Total Customers

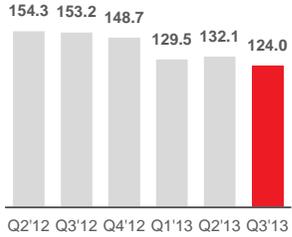


9M 2013 Total Customers = 89,588 m

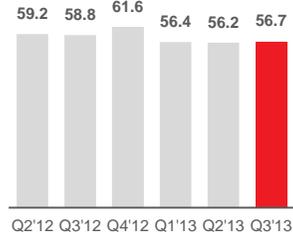
Additional Information

Blended ARPU Development (QAR)

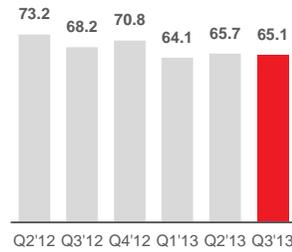
Qatar



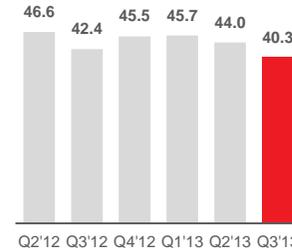
Iraq



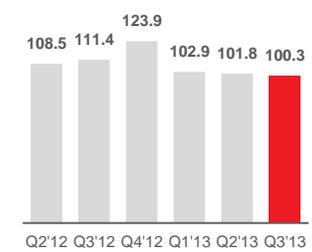
Oman



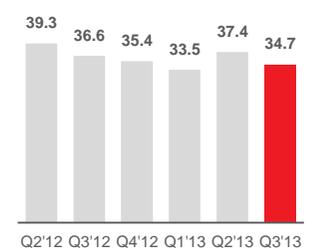
Maldives



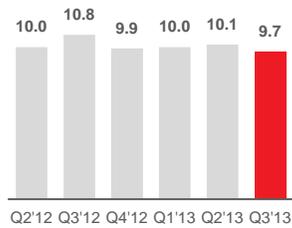
KSA



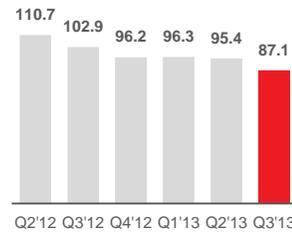
Palestine



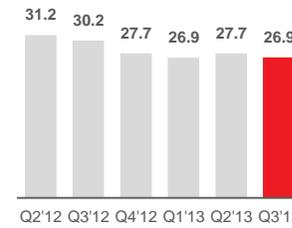
Indonesia



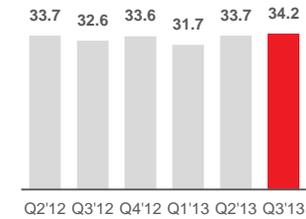
Kuwait



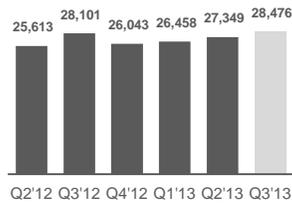
Tunisia



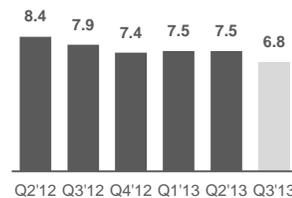
Algeria



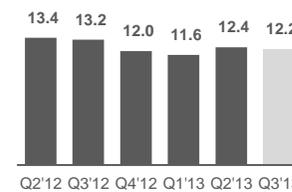
IDR



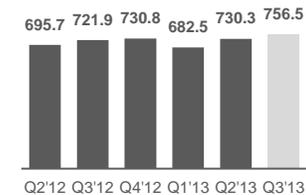
KWD



TND



DZD



Additional Information Qatar

Overview

Results Review

Strategy Review

Operations Review

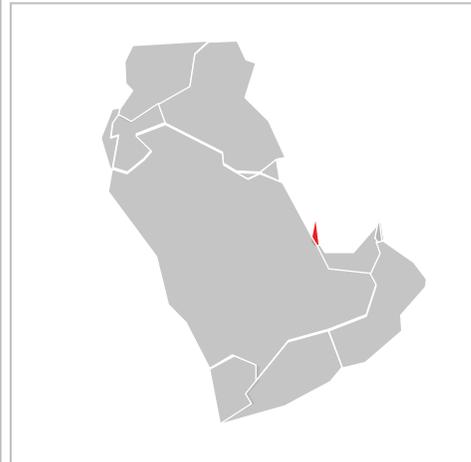
Additional Information

Key Developments

- Record revenue quarter
- EBITDA impacted by brand roll out and sponsoring
- 4G services now fully launched
- Further expansion of Ooredoo fiber to the Home program
 - 204,000 homes passed
 - 120,000 connected
- Ooredoo brand recognition exceeding competition and former "Qtel" name
- Headquarter two opened with new call center and high tech paperless Ooredoo shop
- QNBN (Qatar National Broadband Network) discussions ongoing

Operator Importance to Group

Customers: 3.1%; Revenue: 18.9%; EBITDA: 21%; Capex: 6.8%



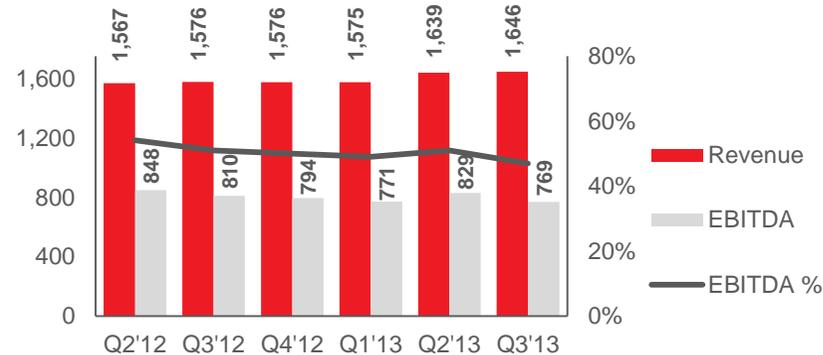
Qatar

Pop : 2.1M (2013 est.)
Pop growth: 4.0%
Mob. penetration: 168%
GDP per capita: US\$ 99,839

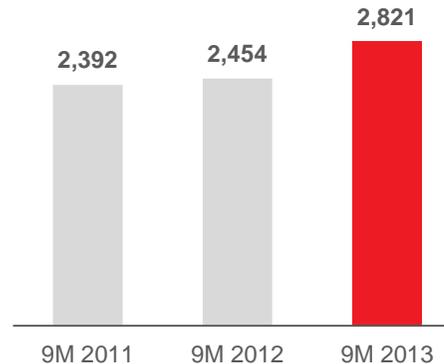
Ooredoo

Operation: Integrated¹
Effective Stake: 100%
Position: 1/2
Q3 Blended (wireless) ARPU: QAR 124

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution²



	9M'12	9M'13
Ooredoo	71%	67%
Others	29%	33%

Note: (1) GSM, GPRS, EDGE; holds license for CDMA yet to be launched; (2) Subscriber market share;
Source: IMF, Wireless Intelligence, Ooredoo



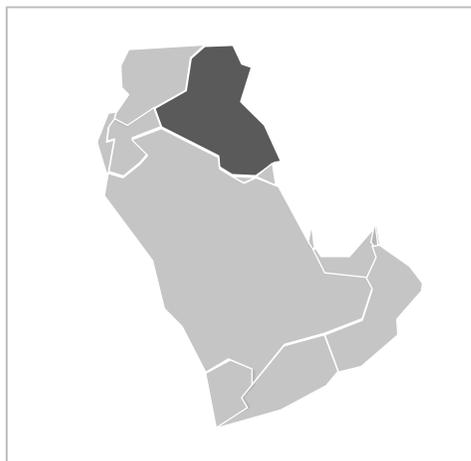
Additional Information Iraq

Key Developments

- Revenue growth continues and Asiacell remains market leader in terms of revenue
- Elevated competition level among all three players increasing leading to higher churn rates
- No update on 3G license timing/procedure, Asiacell 3G preparation continues with the core of the network being 3G ready

Operator Importance to Group

Customers: 11.8%; Revenue: 20.7%; EBITDA: 24.8%; Capex: 13.3%



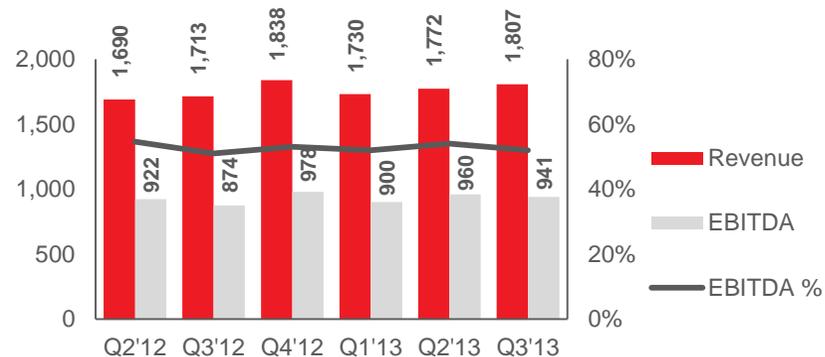
Iraq

Pop : 34.4M (2013 est.)
Pop growth: 2.3%
Mob. penetration: 85%
GDP per capita: US\$ 4,484

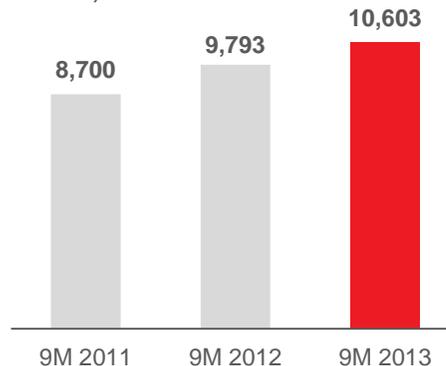
Asiacell

Operation: Mobile¹
Effective Stake: 64.1%
Position: 2/3
Q3 Blended ARPU: QAR 56.74

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution²



	9M'12	9M'13
Asiacell	36%	36%
Others	34%	64%

Note: (1) GSM, GPRS, EDGE; holds license for CDMA yet to be launched; (2) Subscriber market share;
Source: IMF, Wireless Intelligence, Ooredoo

Additional Information Indonesia

Key Developments

- YoY local currency revenue increase driven by Cellular data revenue and Fixed Data business
- EBITDA impacted by competitive pressure partially offset by ongoing cost optimization
- Net profit impacted by FX substantial losses and shortened asset life
- Q3 performance impacted by network modernization delay
- South Bali 3G 900/2100 HSDPA+ network successfully launched.

Operator Importance to Group

Customers: 60.2%; Revenue: 25.2%; EBITDA: 27.1%; Capex: 38%



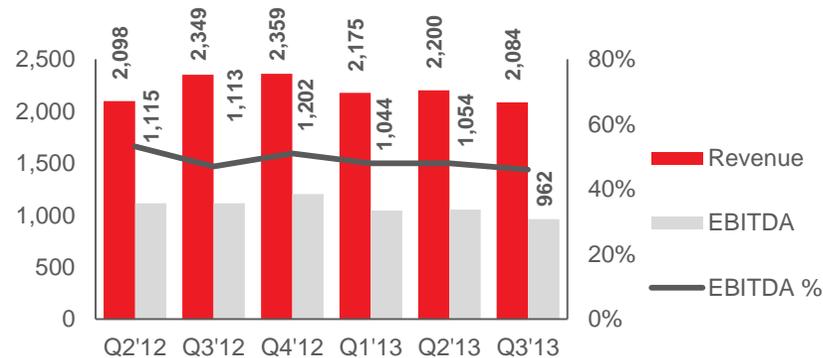
Indonesia

Pop : 248.0M (2013 est.)
Pop growth: 1.4%
Mob. penetration: 130%
GDP per capita: US\$ 4,060
F/X 9M '13 vs. 9M '12: -8%

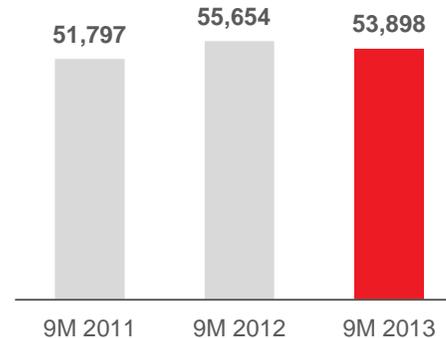
Indosat

Operation: Integrated¹
Effective Stake: 65%
Position: 2/10
Q2 Blended ARPU: QAR 9.72

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution³



	9M'12	9M'13
Indosat	22%	19%
Others	75%	81%

Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA, CDMA, fixed telephony & internet, international gateway, satellite; (2) Six month average compared to USD; (3) Subscriber market share;
Source: IMF, Wireless intelligence; Ooredoo

Additional Information

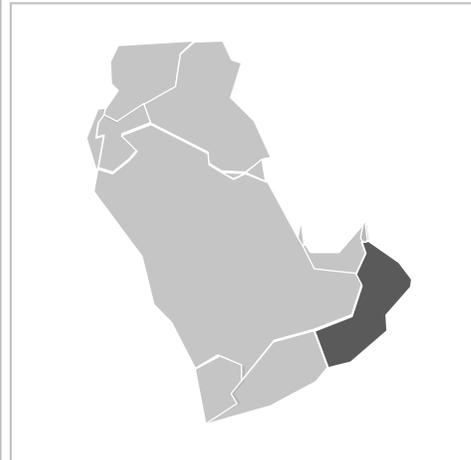
Oman

Key Developments

- Revenue increase is driven by data and fixed revenues, offset partially by SMS
- 11% growth in total number of customers
- Fixed business continues to grow rapidly
- Investment in network modernization continues to affect net profit through higher depreciation
- Modernization phase two started (outside Muscat the capital area)
- Greg Young, appointed as new CEO. Almost 30 years industry experience, former CEO of Sri Lanka Telecom

Operator Importance to Group

Customers: 2.6%; Revenue: 5.7%; EBITDA: 6.0%; Capex: 7.6%



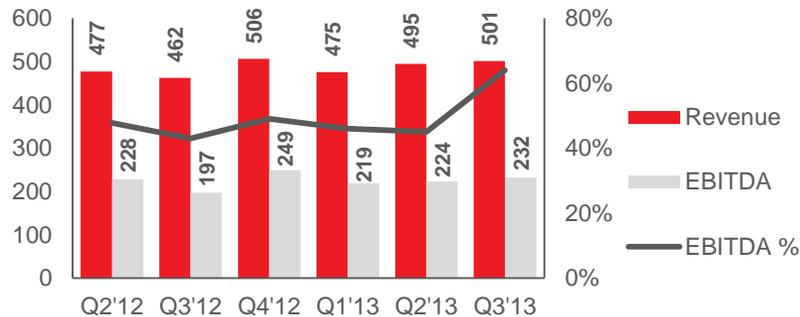
Oman

Pop: 3.3M (2012 est.)
 Pop growth: 3.1%
 Mob. penetration: 140.40%
 GDP per capita: US\$ 25,269

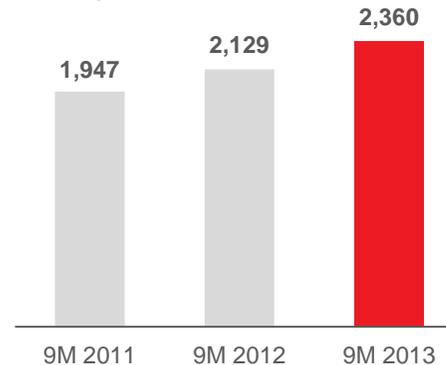
Nawras

Operation: Integrated¹
 Effective Stake: 55%
 Position: 2/2
 Q3 Blended ARPU: QAR 65.1

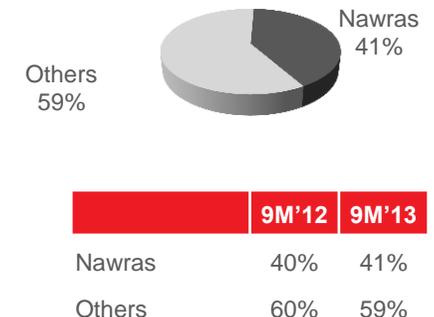
Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution²



Note: (1) Current network: GSM, GPRS, EDGE, WCDMA, & HSDPA, WiMAX, fixed telephony & internet, international gateway; (2) Subscriber market share; Source: IMF, Wireless Intelligence, Ooredoo

Additional Information Kuwait

Key Developments

- Mobile Number Portability implemented before the network has been fully modernized, performance negatively impacted
- Aggressive pre and postpaid discount promotions implemented to reduce customer churn.
- Network modernization plan is back on track with LTE services launched in July, more 4G base stations planned
- Highest quality 3G network provides good platform for growth in data business
- Key management positions appointed (CMO)
- Increased number of Wataniya retail shops from 17 to 33

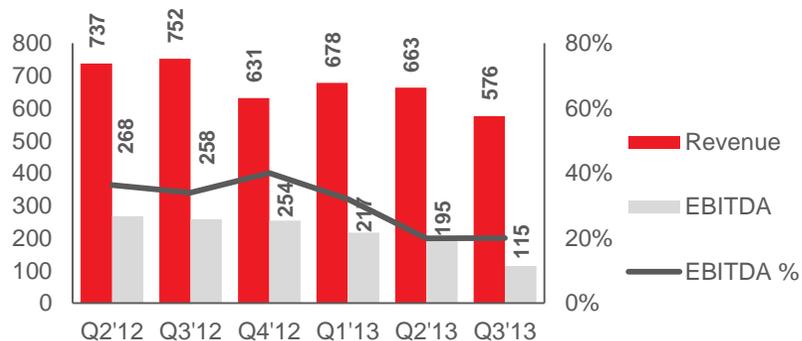
Operator Importance to Group

Customers: 2.1%; Revenue: 7.5%; EBITDA: 4.7%; Capex: 17.4%

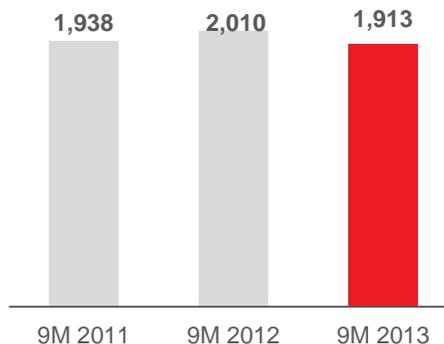


Kuwait	Pop : 3.9M (2013 est.)
	Pop growth: 2.8%
	Mob. penetration: 157%
	GDP per capita: US\$ 45,050
F/X 9M '13 vs. 9M '12: -1.81%	
Wataniya	Operation: Mobile ¹
	Effective Stake: 92.1%
	Position: 2/3
Q3 Blended ARPU: QAR 87.1	

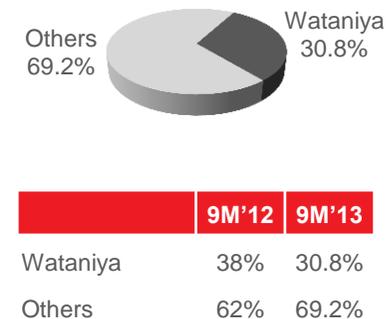
Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution³



Note: (1) GSM, GPRS, EDGE, WCDMA, HSDPA; (2) Three month average compared to USD; (3) Subscriber market share;
Source: IMF, Wireless Intelligence, Ooredoo

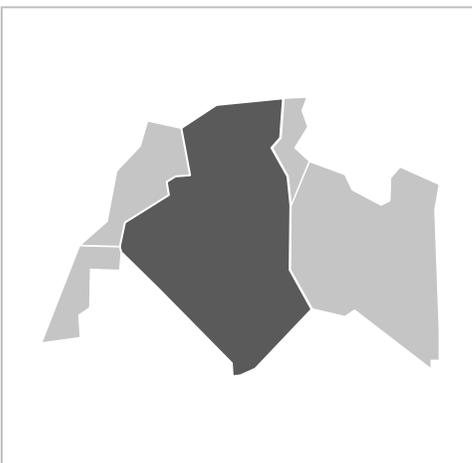
Additional Information Algeria

Key Developments

- Revenue increase in line with market growth
- Received provisional 3G license, preparation continues for launch in December 2013
- 'Start program' promoting development of mobile apps
- Push on B2B sector; focus on large, key accounts

Operator Importance to Group

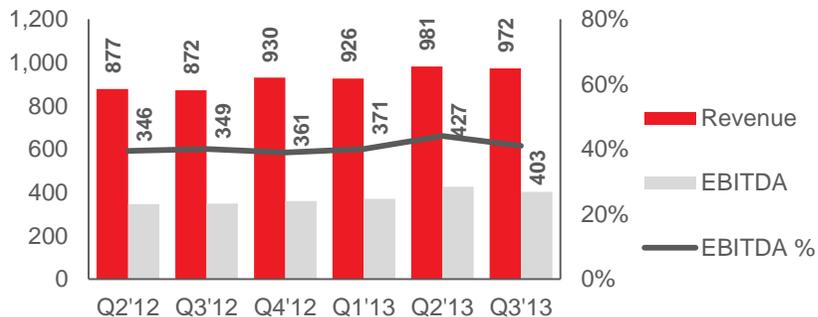
Customers: 10.4%; Revenue: 11.2%; EBITDA: 10.6%; Capex: 10.3%



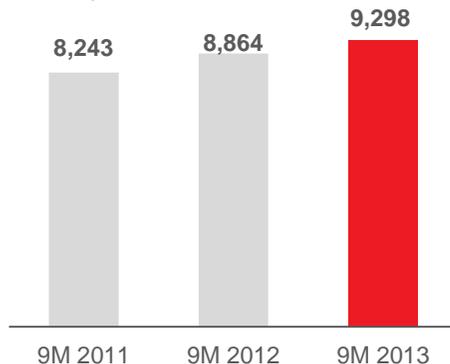
Algeria
 Pop : 37.0M (2013 est.)
 Pop growth: 1.5%
 Mob. penetration: 70.6%
 GDP per capita: US\$ 5,789
F/X 9M '13 vs. 9M '12: -2.51%

Nedjma
 Operation: Mobile¹
 Effective Stake: 74.4%⁴
 Position: 2/3
 Q3 Blended ARPU: QAR 34.2

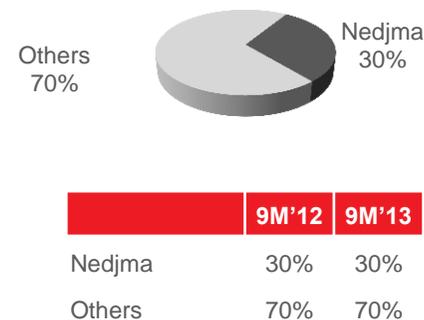
Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution³



Note: (1) GSM, GPRS, EDGE; (2) Six month average compared to USD; (3) Subscriber market share; (4) 71% is held via NMTC and a 9% stake is held via Ooredoo QSC;

Source: IMF, Wireless Intelligence, Ooredoo

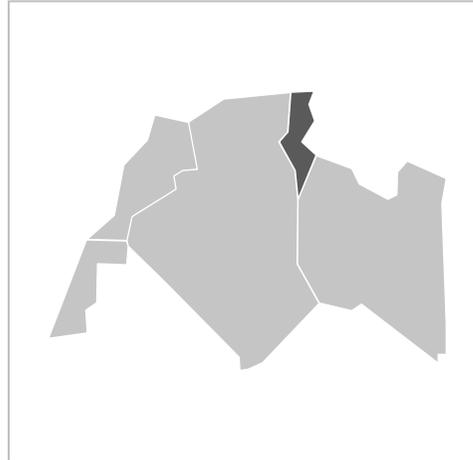
Additional Information Tunisia

Key Developments

- Continuing political and economic instability impacting overall market growth
- Good results in August as post-Eid activities helped growth
- Strong market leadership although tariff erosion impacting revenue and EBITDA
- Strengthening growth in data with 3G launch, realizing market leadership in small screen data
- Strong revenues in international incoming traffic as foreign exchange denominated tariffs preserve value
- Negative FX impact due to Tunisian Dinar weakness
- Cost control programs underway to preserve EBITDA

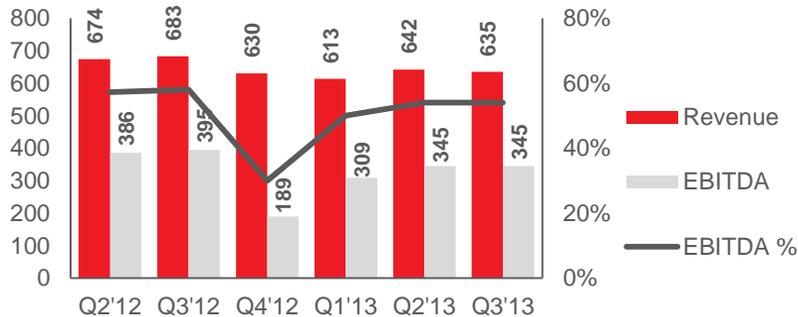
Operator Importance to Group

Customers: 8.2%; Revenue: 7.4%; EBITDA: 8.8%; Capex: 5.1%

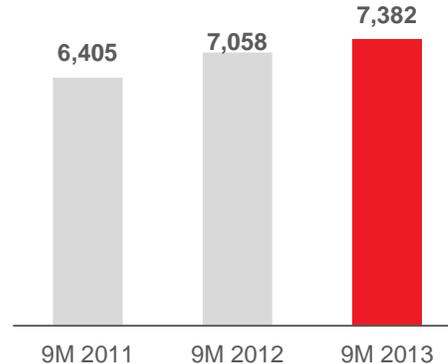


Tunisia	Pop : 10.9M (2013 est.)
	Pop growth: 1.0%
	Mob. penetration: 123%
	GDP per capita: US\$ 4,152
F/X 9M '13 vs. 9M '12: -4.1%	
Tunisiana	Operation: Integrated ¹
	Effective Stake: 84% ⁴
	Position: 1/3
Q3 Blended ARPU: QAR 26.9	

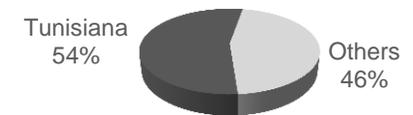
Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution³



	9M'12	9M'13
Tunisiana	56%	54%
Others	44%	46%

Note: (1) GSM, GPRS, EDGE, HSDPA; holds WiMAX and fixed telephony licenses; (2) Six month average compared to USD; (3) Subscriber market share; (4) 75% is held via NMTC and a 15% stake is held via Ooredoo QSC;
Source: IMF, Wireless Intelligence, Ooredoo

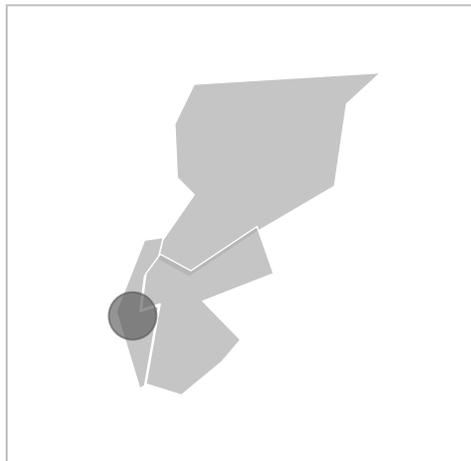
Additional Information Palestine

Key Developments

- Overall economy slowing
- Stable performance
- ARPU and revenue decline market-related
- No update on Gaza launch

Operator Importance to Group

Customers: 0.7%; Revenue: 0.9%; EBITDA: 0.2%; Capex: 0.3%



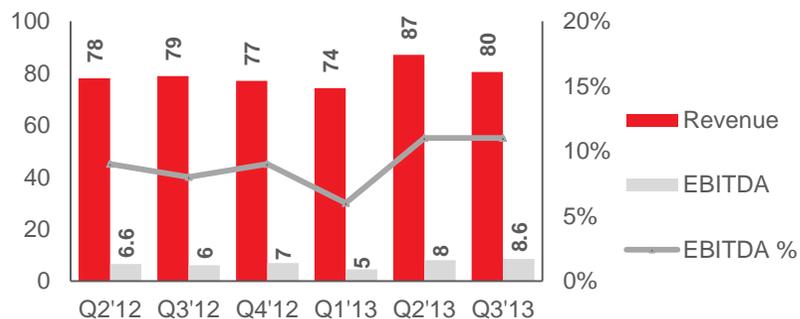
Palestine

Pop¹ : 4.04M
Pop growth: 3%
Mob. penetration²: 82.5%
GDP per capita³: US\$ N/A

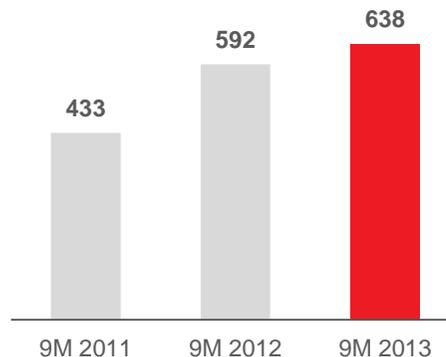
Wataniya Mobile

Operation: Mobile
Effective Stake: 44.7%
Position: 2/2
Q2 Blended ARPU: QAR 34.7

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution⁴



	9M'12	9M'13
Wataniya Mobile	27%	28%
Others	73%	72%

Note: (1) 2009 estimate; (2) West Bank only; (3) 2008 figure; (4) Revenue market share
Source: Economist Intelligence Unit, Wireless Intelligence, Ooredoo

Additional Information Maldives

Key Developments

- Q3 weaker quarter due to off season for roaming business.
- Sub & revenue growth maintained.

Operator Importance to Group

Customers: 0.3%; Revenue: 0.5%; EBITDA: 0.3%; Capex: 0.4%



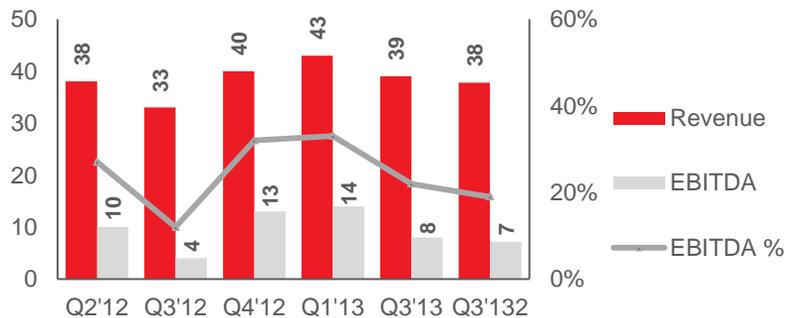
Maldives

Pop : 0.336M (2013 est.)
Pop growth: 1.5%
Mob. penetration: 133%
GDP per capita: US\$ 6,206

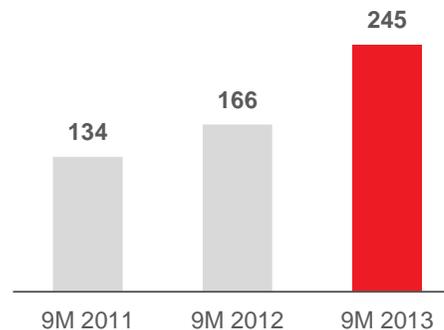
Wataniya

Operation: Mobile¹& submarine cable²
Effective Stake: 92.1%
Position: 2/2
Q3 Blended ARPU: QAR 40

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Market Share Evolution³



	9M'12	9M'13
Wataniya	29%	33%
Others	71%	67%

Note: (1) GSM, GPRS, EDGE, WCDMA; (2) JV with FLAG telecom for submarine cable and landing station; (3) Revenue market share
Source: IMF, Wireless Intelligence, Ooredoo

Additional Information KSA

Key Developments

- Waiver of charges related to Build Operate Transfer (BOT) positively impacting the result.

Operator Importance to Group

Customers: 0.2%; Revenue: 0.7%; EBITDA: 0.6%; Capex: N/A



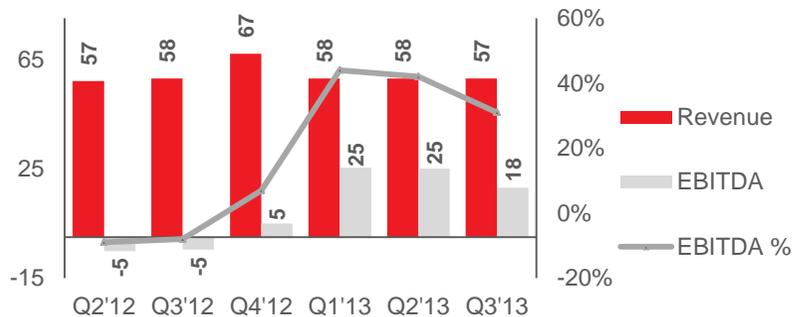
KSA

Pop : 29.4M (2013 est.)
Pop growth: 2.2%
Mob. penetration: 191%
GDP per capita: US\$ 22,823

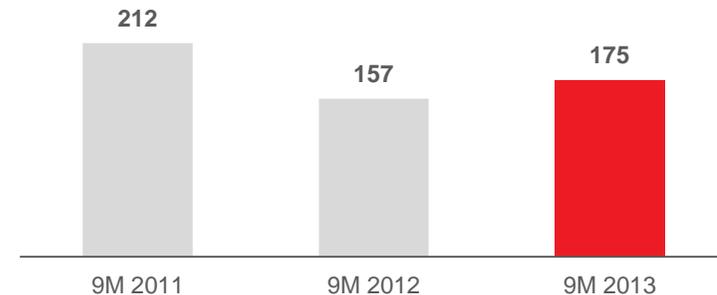
Bravo

Operation: PTT (iDen)
Effective Stake: 92.1%
Q3 Blended ARPU: QAR 100.3

Revenue & EBITDA (in millions QAR)



Customer Growth (in '000s)



Source: IMF, Wireless Intelligence, Ooredoo

Additional Information

wi-tribe

Overview

Results Review

Strategy Review

Operations Review

Additional Information

Pakistan

Key Developments

- Fixed wireless customer base at the end of 9M 2013 at 201K compared to 193K same period 2012

Operator Importance to Group

Customers: 0.2%; Revenue: N/A; EBITDA: N/A; Capex: N/A



Pakistan

Pop : 182.6M (2013 est.)
Pop growth: 2.1%
GDP per capita: US\$ 1,296

wi-tribe

Operation: WiMAX
Effective Stake: 86%
Q3 Blended ARPU: QAR 39.1

Philippines

Key Developments

- WiMAX-based service with commercial launch June 2010
- Fixed wireless customer base at the end of 9M 2013 at 55K compared to 82K same period 2012

Operator Importance to Group

Customers: 0.1%; Revenue: N/A; EBITDA: N/A; Capex: N/A



Philippines

Pop : 99.7M (2013 est.)
Pop growth: 2.0%
GDP per capita: US\$ 2,594

wi-tribe

Operation: WiMAX
Effective Stake: 40%
Q3 Blended ARPU: QAR 46.1

Source: IMF, Ooredoo



Additional Information

Statutory Corporate Tax Rates

[Overview](#)
[Results Review](#)
[Strategy Review](#)
[Operations Review](#)
[Additional Information](#)

	Statutory Tax Rate	Losses C/Fwd Allowed	Notes
Algeria	25%	4 years	
Indonesia	25%	5 years	
Iraq	15%	5 years	
Kuwait	15%	3 years	GCC companies (including NMTC) are exempted and are subjected to 4.5% Zakat, KFAS & Labour Support Tax on consolidated profits
Maldives	15%	5 years	
Myanmar	25%	3 years	
Oman	12%	5 years	
Pakistan	35%	6 years	
Palestine	20%	5 years	
Philippines	30%	3 years	
Qatar	10%	3 years	Qatari/GCC owned companies and companies listed on Qatar Exchange are exempt
KSA	20%	Indefinitely	2.5% on Zakat base apply to KSA/GCC investors
Singapore	17%	Indefinitely	
Tunisia	35%	5 years	1) 30% is the standard tax rate; 2) 35% tax rate applies to oil companies, banks, financial institutions including insurance companies and telecommunication companies
UAE	-	-	



Additional Information

Key Operating Country Statistics

[Overview](#)
[Results Review](#)
[Strategy Review](#)
[Operations Review](#)
[Additional Information](#)

2013 (est.)	Algeria	Indonesia	Iraq	Kuwait	Maldives	Oman	Qatar	KSA	Tunisia	
GDP real growth % (2012)	3.4 (2.6)	6.3 (6.0)	14.7 (10.2)	1.9 (6.3)	2.5 (1.5)	3.9 (5.0)	4.9 (6.3)	4.2 (6.0)	3.3 (2.7)	
Consumer prices % (2012)	5.0 (8.4)	5.0 (4.4)	5.5 (6.0)	4.1 (4.3)	8.3 (12.3)	3.0 (3.2)	3.0 (2.0)	4.6 (4.9)	4.0 (5.0)	
Population (millions)	2012	36.4	244.5	33.6	3.8	0.33	3.2	1.8	28.8	10.8
	2014	37.6	251.5	35.2	4.0	0.34	3.4	2.0	30.0	11.0
GDP/Capita US\$ (2012)	\$5,789 (\$5,660)	\$4,061 (\$3,660)	\$4,484 (\$3,882)	\$45,050 (\$46,142)	\$6,206 (\$5,977)	\$25,269 (\$25,152)	\$99,839 (\$100,378)	\$23,199 (\$22,823)	\$4,187 (\$4,152)	





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