



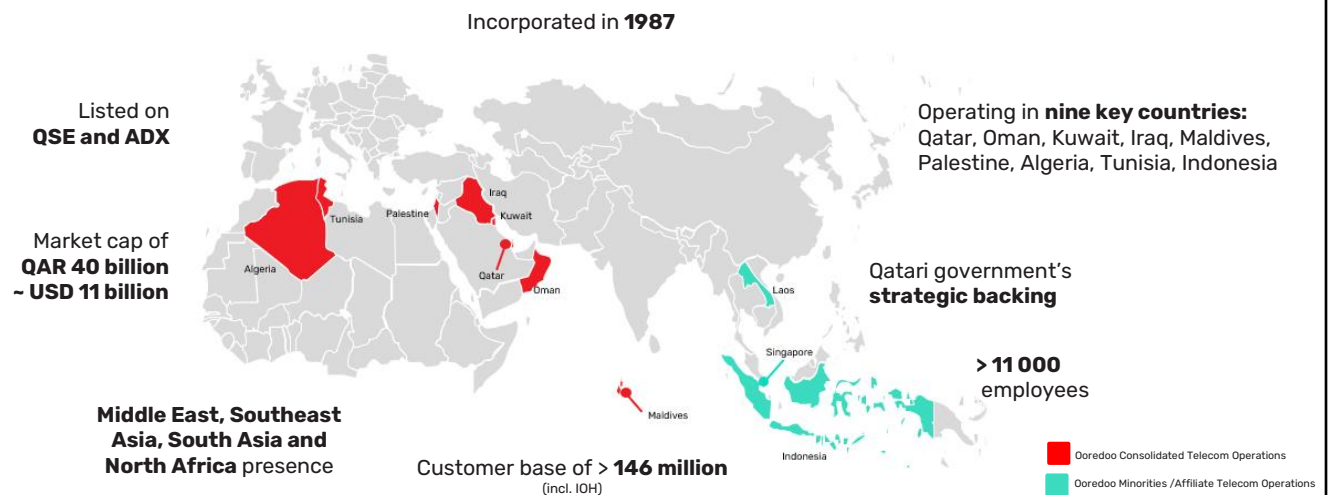
# Ooredoo Group

## FY 2024 Fact Sheet

\*All data is as of 31 December 2024

### 1 Group Overview

A key international telco player with a diversified geographical portfolio



### Evolving Ooredoo into the 'Leading digital infrastructure provider' in the region

Our ambition is to become MENA's leading digital infrastructure provider, powering next-generation connectivity, AI services, and fintech solutions at scale. We are strategically repositioning Ooredoo as a telecom and infrastructure powerhouse, with a clear focus on five core verticals: telco operations, towers, data centres, sea cable and fibre, and fintech. At the core, we are rapidly innovating – upgrading the customer experience, deploying advanced data science, and optimizing network operations to deliver further growth and efficiency. Meanwhile, through our value-focused portfolio, we are capitalising on high-GDP, fast-growing markets, reinforcing our competitive edge

#### Vision

Enriching people's digital lives – positioning Ooredoo as the regional digital infrastructure

#### Group Strategy Framework



##### Value Focused Portfolio

Reduce asset base with better external use



##### Strengthen the Core

Drive profitability in our core business



##### Smart Telco

Evolve the Core  
Create new use cases & enablers to monetize assets better



##### People

Build skills, talent & ways of working to manage our asset base better



##### Excellence in Customer Experience

Protect & grow our customer asset

Positioning Ooredoo as a horizontally layered multi-business structure focusing on 5 key areas

##### Telco Operations



##### Towers



##### Data centres



##### Sea cable & fibre



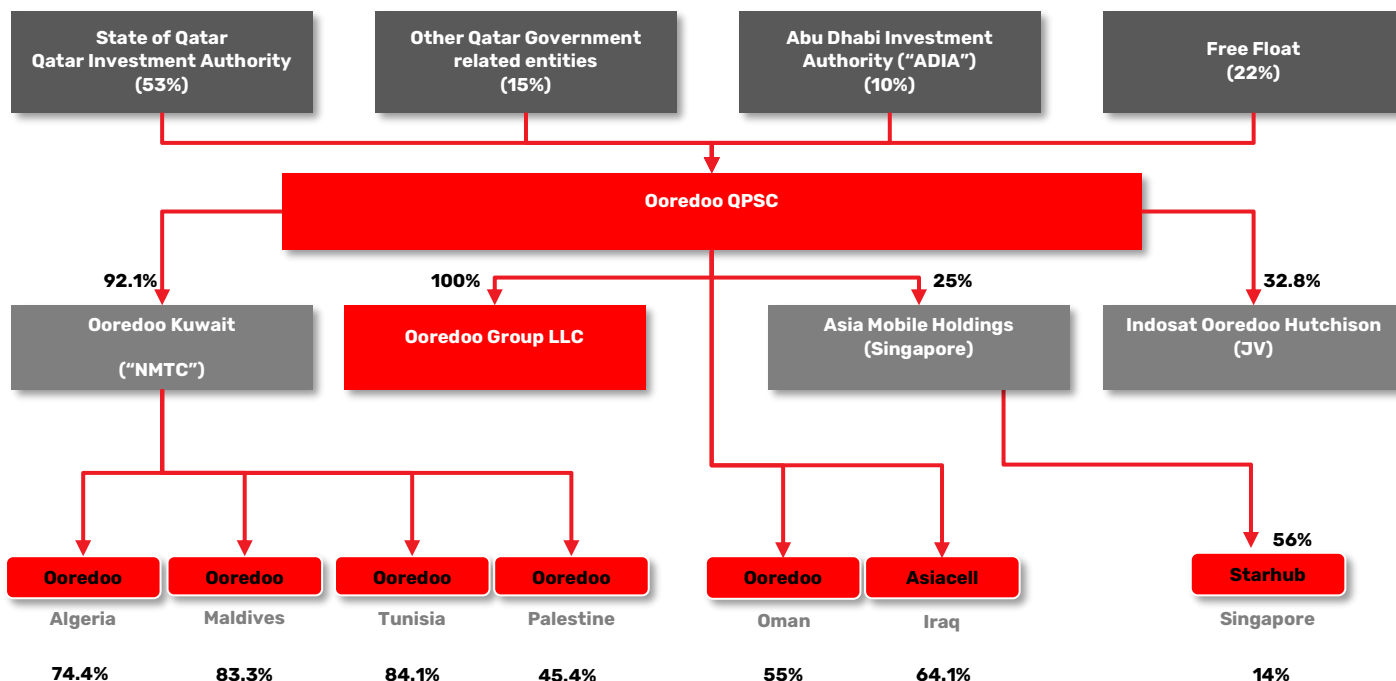
##### Fintech





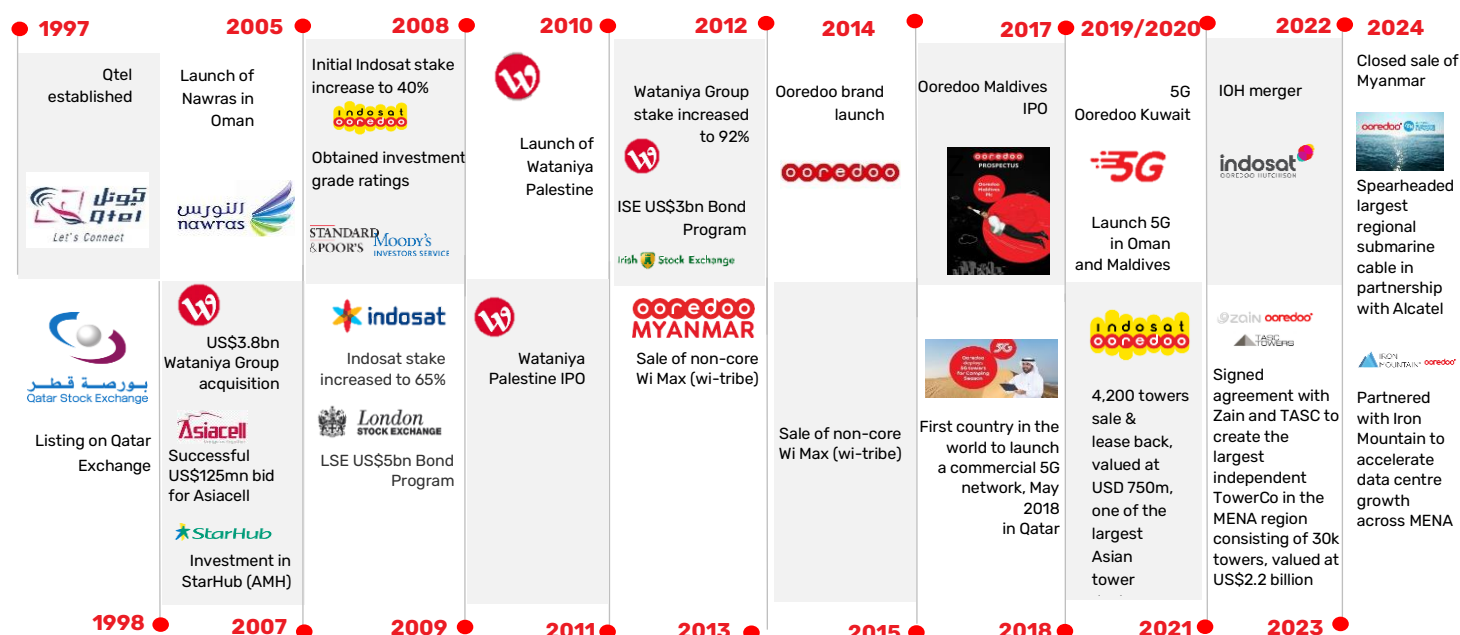
## 2 Group structure

### Robust shareholding structure and a diversified holding company



## 3 Group history

### A successful track record of solid execution for long-term value





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## Investment case

Diversified portfolio with attractive growth areas

### Strong state support



- Strongly supported by the State of Qatar
- Board representation from Qatar, holding key roles in Qatar's political, governing and corporate areas

### Geographic diversification



- An international portfolio of telco assets in 9 key countries in MENA and Southeast Asia, with ~146 million customers including IOH
- #1 customer market position in Qatar, Oman & Tunisia; #2 customer market position in Iraq, Algeria & Maldives

### Value focused portfolio/Smart telco



- Healthy mix of value focused operations with asset-right approach & strengthening existing assets to drive higher returns
- Upgraded telecom & digital infrastructure provider with analytical capabilities to be prime partner for digital services

### Sound business strategy



- Emphasis on value creation and a forward-looking approach to navigate industry dynamics
- Position Ooredoo as a dynamic and innovative player to become the partner of choice across geographies

### Experienced execution team



- Management team comprises industry professionals with significant experience in the telco sector and a proven track record in growing telco businesses in Qatar and internationally

### Solid balance sheet & financial performance



- Strong free cashflow generation and healthy liquidity position
- Low indebtedness/ leverage position while consistently maintaining investment grade credit ratings
- Issued first standalone GRI compliant ESG report



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## FY 2024 overview

Record high Net Profit, accelerated strategic progress and sustainable value creation

### Strong financial performance & healthy balance sheet

Record high net profit:  
- Normalised: QAR 3.7 billion  
- Reported: QAR 3.4 billion

Leverage of 0.4x, below Board guidance of 1.5x-2.5x

Healthy liquidity position:  
- QAR 16.2 billion in cash reserves (net of restricted cash)  
- QAR 5.6 billion available in undrawn facilities

### Reaping the benefits of a balanced portfolio

Sustained topline growth, revenue up by 2%

Drove profitability, EBITDA up by 3% and reported Net Profit up by 14%

Iraq and Algeria delivering double digit revenue and EBITDA growth

### Execution of strategic priorities

NVIDIA cloud partner in the region

Completed sale of Myanmar opco

Carved out DCs in Qatar, Tunisia and Kuwait and appointed DC CEO

Obtained PSP licences in Oman, Maldives and Tunisia. Launched mobile money app - Walletii

Successful financing initiatives, including a QAR2bn data center facility and a USD500m bond, demonstrating capital markets' confidence in Ooredoo's financial health

### Creating stakeholder value

Board recommended a dividend of QAR 0.65 per share, up by 18% (approved at AGM)

Among major peers in the Gulf, Ooredoo stands out as the only telco that has seen an increase in share price in 2024. Share price has followed the healthy profit performance

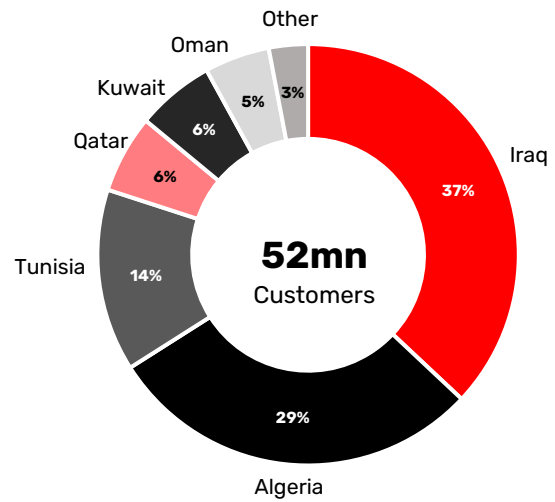
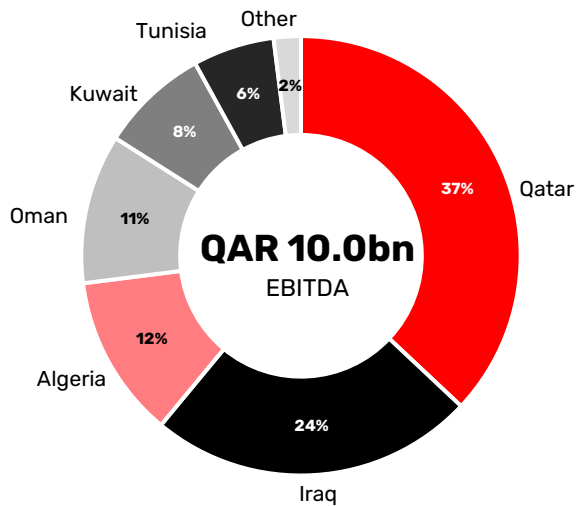


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## Group Financial snapshot

Growth driven by sustained operational momentum & strengthened financial position

### EBITDA and Customer contribution by opco



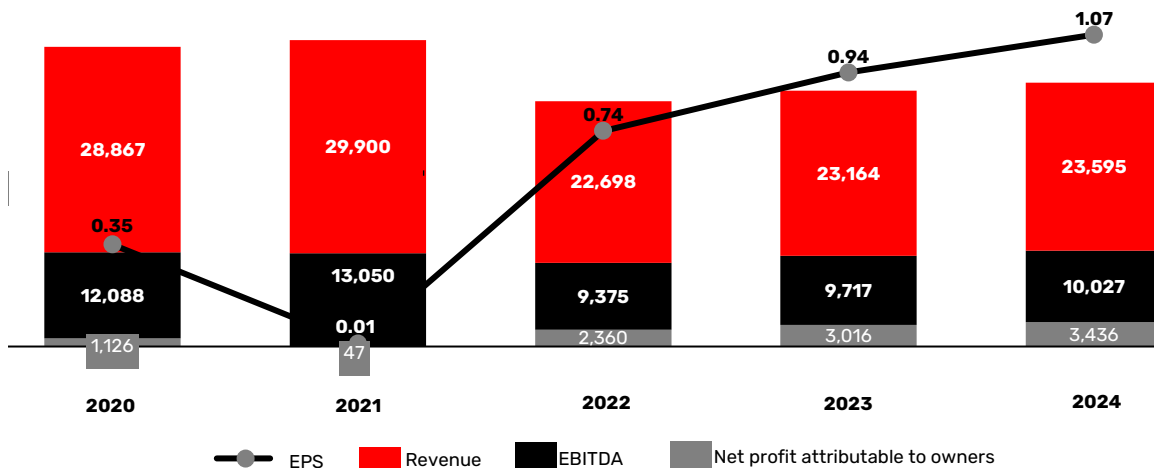
### Key numbers as of 31 December 2024 with YoY growth - Reported

|                                                |                                              |                                         |                                               |                                           |
|------------------------------------------------|----------------------------------------------|-----------------------------------------|-----------------------------------------------|-------------------------------------------|
| <b>+2%</b><br>Revenue<br>QAR 23.6 billion      | <b>+3%</b><br>EBITDA<br>QAR 10.0 billion     | <b>+1pp</b><br>EBITDA margin<br>42.5%   | <b>+13%</b><br>Capex<br>QAR 3.2 billion       | <b>+1pp</b><br>Capex intensity<br>13%     |
| <b>-1%</b><br>Free Cashflow<br>QAR 6.8 billion | <b>+14%</b><br>Net profit<br>QAR 3.4 billion | <b>-0.3x</b><br>Net debt/EBITDA<br>0.4x | <b>+18%</b><br>Dividend per share<br>QAR 0.65 | <b>+5%**</b><br>Customers<br>51.5 million |

146.2 million customers including IOH  
\*\*Customer % growth excludes Myanmar and IOH

### 5-year view of key financials - QAR'm (Reported)

Due to the merger of Indosat Ooredoo (IO) and Hutchison in Indonesia as of January 4, 2022, the accounting treatment of Ooredoo's previous largest international operation has been changed. The disposal of the Ooredoo Myanmar operation was completed on 31 May 2024, and Ooredoo Group's financial results for 2024 include results for Ooredoo Myanmar until 31 May 2024





## 7 Group share price performance and shareholder returns

Valuation creation for shareholders; 160% cumulative increase in dividend since 2020

### Share price performance

02/01/2024 - 31/12/2024

■ Ooredoo (QE) Open: 11.35 | High: 11.90 | Low: 9.28 | Close: 11.55



### Shareholder returns

#### Dividend Policy – effective 2019

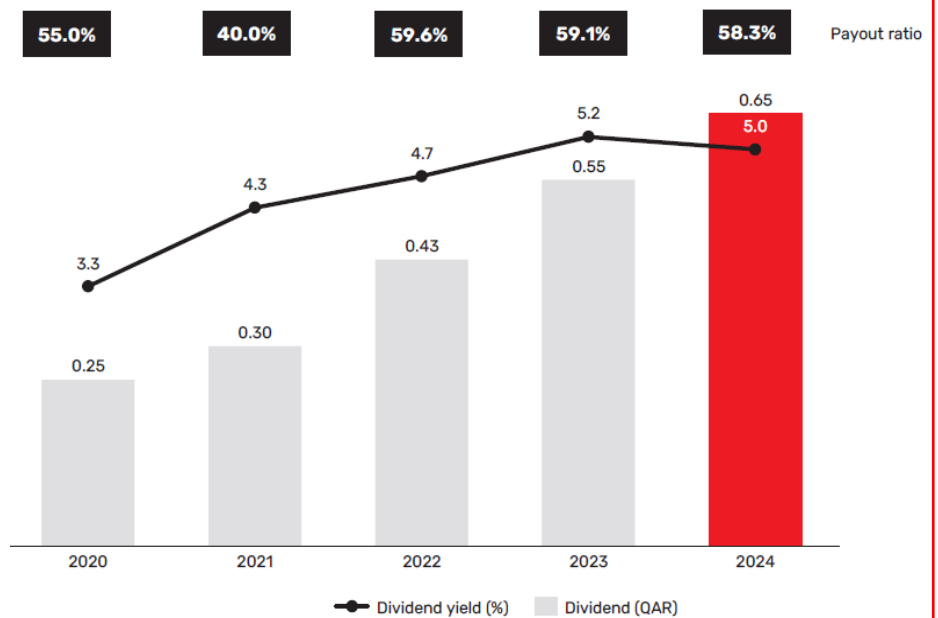
**Sustainable & progressive dividend policy,** aiming for a dividend payout in the range of **40% to 60% of normalized earnings\***

\*Normalized earnings (including FX) defined as earnings from continuing operations excluding once off or extraordinary items

#### FY 2024

**Dividend yield of 5.04%** as of 10 February 2025 and Cash dividend of QAR 0.65 per share for 2024, approved at AGM

#### Dividend History



For more information on Ooredoo Group, refer to the following:

Annual report: [AR](#) FY 2024 results: [FY](#) ESG report: [ESG](#)

For queries on Ooredoo Group, please reach out to Investor Relations: [IR@ooredoo.com](mailto:IR@ooredoo.com)