

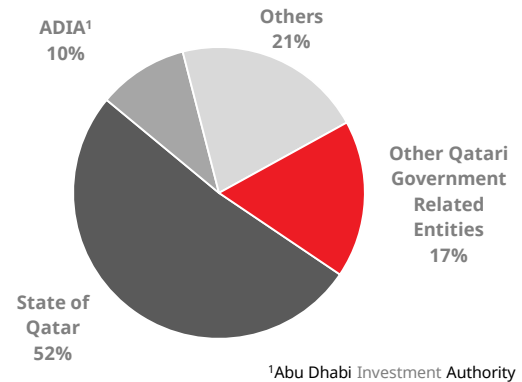
Ooredoo Group FY 2017 Fact Sheet (all data as of December 31, 2017)

Group Overview

"Enriching people's lives as a leading international communications company"

- Ooredoo group is a leading international telecommunication group offering fixed and mobile communications services in Middle East, North Africa, and Asia Pacific
- Global customer base of nearly 164 million customers
- Key operating countries include Qatar, Indonesia, Iraq, Kuwait, Oman, Algeria, Tunisia, and Myanmar
- Strategic backing by the Government of Qatar
- QAR 29 bn (USD 8 bn) market capitalization as of December 31, 2017

Company Ownership Profile



Group Highlights

Clear Strategic Path

- Three business lines - consumer mobile, consumer broadband, and corporate managed services
- Key geographies – Middle East and North Africa (MENA), and Asia Pacific

Cash-Generating Assets

- Cash-generating positions in key markets

Growth Assets in Emerging Markets

- Eight out of ten markets now covered by 4G networks .
- 46% of revenue from digital business

Solid Financials

- Positive revenue numbers
- Improved EBITDA margin despite challenging market conditions
- Strong credit rating
- Long term balanced debt profile

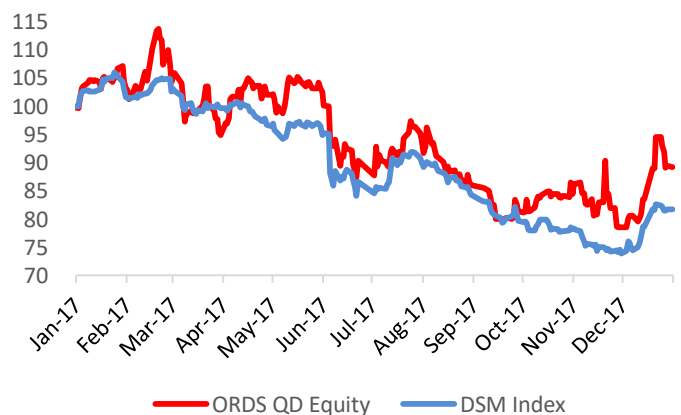
Top Management Team

- Experienced management team with proven track record
- Consistent strategy and execution / extraction of synergies and value
- Corporate governance in line with international standards

Financial Results

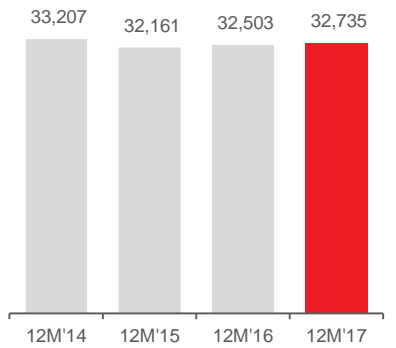
(QARmn)	12M'14	12M'15	12M'16	12M'17
Consolidated revenue	33,207	32,161	32,503	32,735
EBITDA	12,948	13,018	13,379	13,783
Net profit attributable to Ooredoo shareholders	2,134	2,118	2,193	1,967
Earnings per share (QAR)	6.66	6.61	6.84	6.14

Share Price Performance

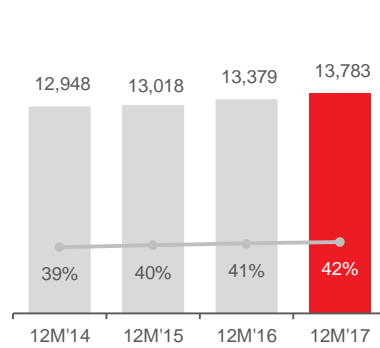


Group Key Financials (QAR mn)

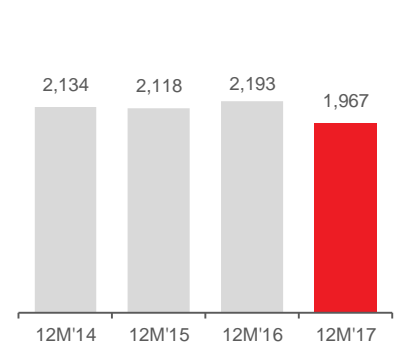
Revenue



EBITDA & EBITDA %



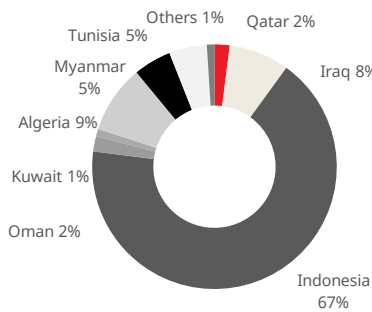
Net Profit attributable to Ooredoo Shareholders



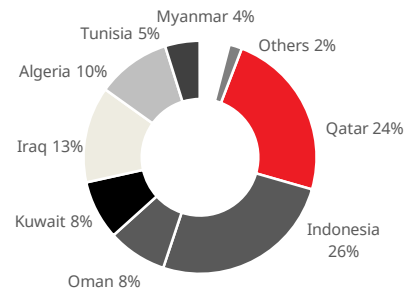
Ooredoo Group Geographical Presence



Group Customer Base Breakdown



Group Revenue Breakdown



Group Key Milestones

1987	Qtel established	2011	Wataniya Mobile Palestine listed on Palestine Exchange
1998	Listing on Doha Securities Exchange	2012	Ownership stake in Asiacell increased to 53.9%
2005	Nawras (Oman) launched	2012	Ownership stake in Wataniya Group increased to 92.1%
2006	NavLink equity partnership with AT&T	2012	Total ownership stake in Tunisiana increased to 90%
2007	Wataniya Group acquisition	2013	Asiacell listed on Iraqi Exchange
2007	Successful Asiacell (Iraq) bid for 15-year license	2013	Ownership stake in Asiacell increased to 64.1%
2007	Investment in Asia Mobile Holdings (Singapore)	2013	Re-branding of the Group under the "Ooredoo" brand
2008	Initial investment in Indosat (Indonesia)	2014	Launch of Myanmar operations
2009	Ownership stake in Indosat increased to 65%	2015	Launch of 3G in Iraq
2010	Nawras listed on Muscat Stock Market	2017	Ooredoo Maldives completed the listing of its shares on the Maldives Stock Exchange on 9 August, 2017.
2011	Wataniya Group ownership stake in Tunisian increased to 75%		

Ooredoo Group Investor Relations

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