

# Ooredoo Group FY 2019 Fact Sheet (all data as of December 31, 2019)

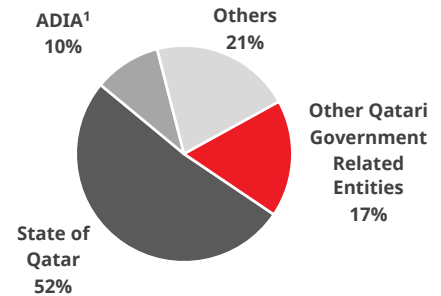
## Group Overview

*“Enriching people’s digital lives as a leading international communications company”*

### Company Ownership Profile

- The Ooredoo Group is a leading fixed and mobile telecommunications operator principally operating in Qatar, Indonesia, Kuwait, Iraq, Algeria, Tunisia, Myanmar and Oman
- Customer base of over 117 million
- Key regions of operation:
  - Middle East & North Africa
  - Asia Pacific
- Incorporated in 1987 and listed on the Qatar Exchange (Doha Securities Market) in 1998:
  - Market capitalization as of December 2019 QAR 21 bn
- Strategic backing by the Qatari government

### Company Ownership Profile



<sup>1</sup>Abu Dhabi Investment Authority

## 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

### Strong free cash flow

- Strong free cash flow for the group

### Growth Assets in Emerging Markets

- Customer base is solid, 117 million
- Ooredoo launched the world’s first commercially available 5G network in the world
- Ooredoo continues to be a data leader in its markets with 4G networks now available in 8 of Ooredoo’s 10 markets
- 9 of our 10 markets are Ooredoo rebranded

### Solid Financials

- Stable revenue numbers
- stable EBITDA despite challenging market conditions
- Strong credit rating
- Long term balanced debt profile

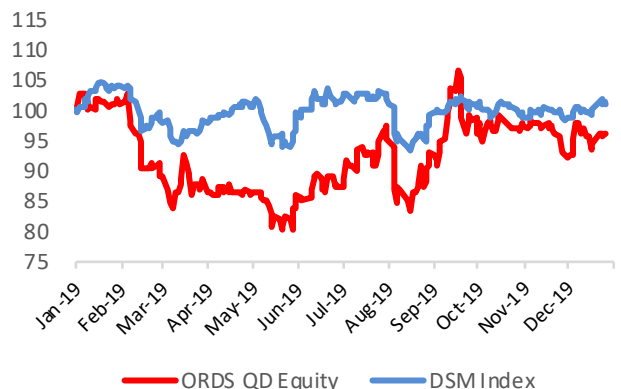
### Network

- Data represent over 50% of Group revenue

## Financial Results

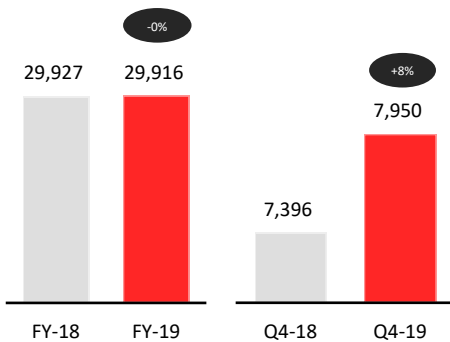
(QARmn)	12M'16	12M'17	12M'18	12M'19
Consolidated revenue	32,503	32,646	29,927	29,916
EBITDA	13,379	13,640	12,202	12,847
Net profit attributable to Ooredoo shareholders	2,193	1,897	1,565	1,725
Earnings per share (QAR)	0.68	0.59	0.49	0.54

## Share Price Performance

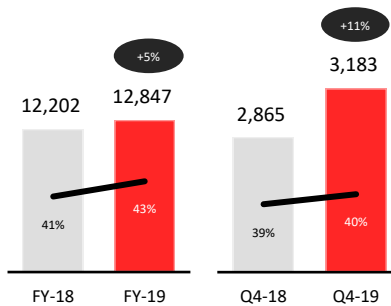


# Group Key Financials (QAR mn)

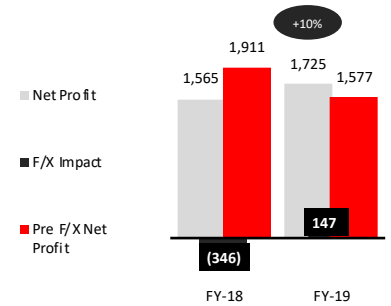
## Revenue



## EBITDA & EBITDA %



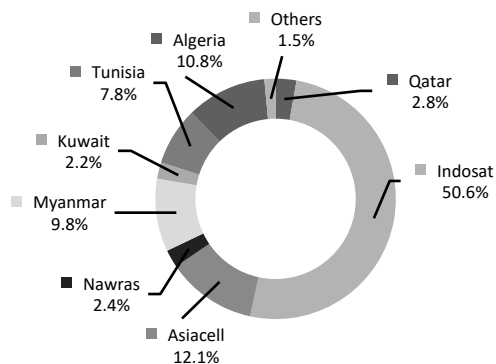
## Net Profit attributable to Ooredoo Shareholders



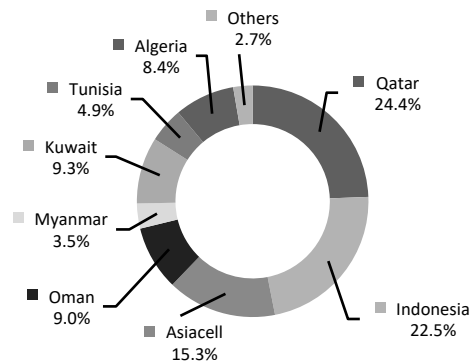
# Ooredoo Group Geographical Presence



## Group Customer Base Breakdown



## Group Revenue Breakdown



# Group Key Milestones

<b>1987</b>	Qtel established	<b>2011</b>	Wataniya Group ownership stake in Tunisian increased to 75%
<b>1998</b>	Listing on Doha Securities Exchange	<b>2012</b>	Ownership stake in Asiacell increased to 53.9%
<b>2005</b>	Nawras (Oman) launched	<b>2012</b>	Ownership stake in Wataniya Group increased to 92.1%
<b>2006</b>	NavLink equity partnership with AT&T	<b>2012</b>	Total ownership stake in Tunisiana increased to 90%
<b>2007</b>	Wataniya Group acquisition	<b>2013</b>	Asiacell listed on Iraqi Exchange
<b>2007</b>	Successful Asiacell (Iraq) bid for 15-year license	<b>2013</b>	Ownership stake in Asiacell increased to 64.1%
<b>2007</b>	Investment in Asia Mobile Holdings (Singapore)	<b>2013</b>	Re-branding of the Group under the "Ooredoo" brand
<b>2008</b>	Initial investment in Indosat (Indonesia)	<b>2014</b>	Launch of Myanmar operations
<b>2009</b>	Ownership stake in Indosat increased to 65%	<b>2017</b>	Ooredoo Maldives completed the listing of its shares on the Maldives Stock Exchange on 9 August, 2017
<b>2010</b>	Nawras listed on Muscat Stock Market	<b>2018</b>	first global 5G network launch May 2018 in Qatar
<b>2011</b>	Wataniya Mobile Palestine listed on Palestine Exchange	<b>2019</b>	5G Kuwait June 2019