

Ooredoo Group

FY 2020 Fact Sheet



*all data as of December 31, 2020

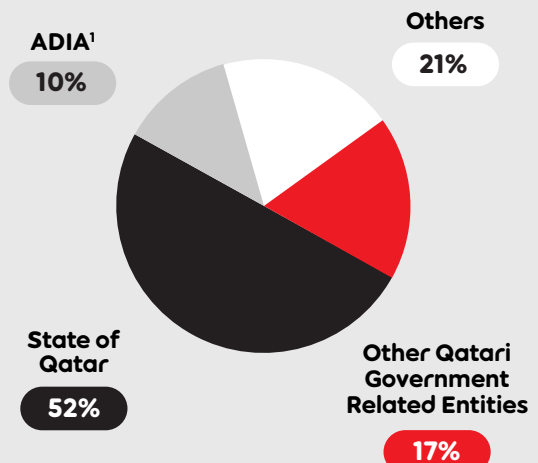
01 Group Overview

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

1.1. 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 121 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 31st December 2020 QAR 21 bn
- Strategic backing by the Qatari government

1.2. Company Ownership Profile



¹Abu Dhabi Investment Authority

02 Group Highlights

2.1. 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

2.2. Strong Free Cash Flow

- Strong free cash flow for the group

2.3. Growth Assets in Emerging Markets

- 5G networks in Qatar, Kuwait, Oman and Maldives, 9 out of 10 markets have 4G networks
- Ooredoo launched the world's first commercially available 5G network in the world
- Ooredoo continues to be a data leader in its markets
- 9 of our 10 markets are Ooredoo rebranded

2.4. Solid Financials

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

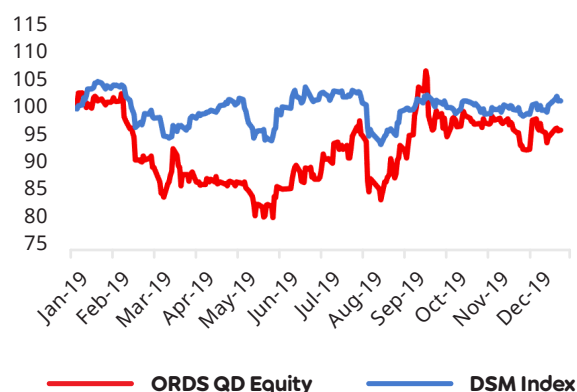
2.5. Network

- Data represent over 50% of Group revenue

Financial Results

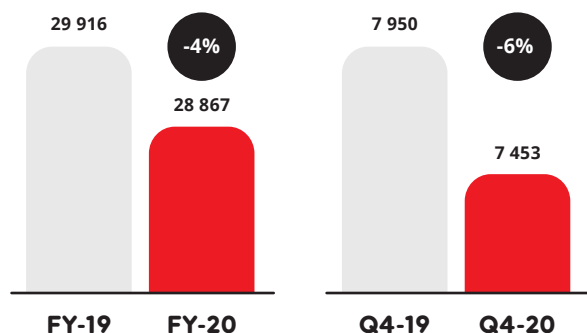
QARmn	12M'17	12M'18	12M'19	12M'20
Consolidated revenue	32,646	29,927	29,916	28,867
EBITDA	13,640	12,202	12,847	12,130
Net profit attributable to Ooredoo shareholders	1,897	1,565	1,725	1,126
Earnings per share (QAR)	0.59	0.49	0.54	0.35

Share Price Performance

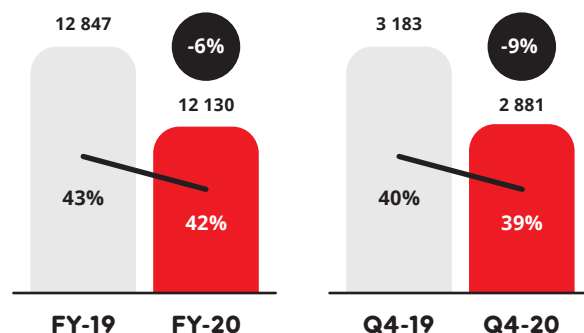


03 Group Key Financials (QAR mn)

Revenue

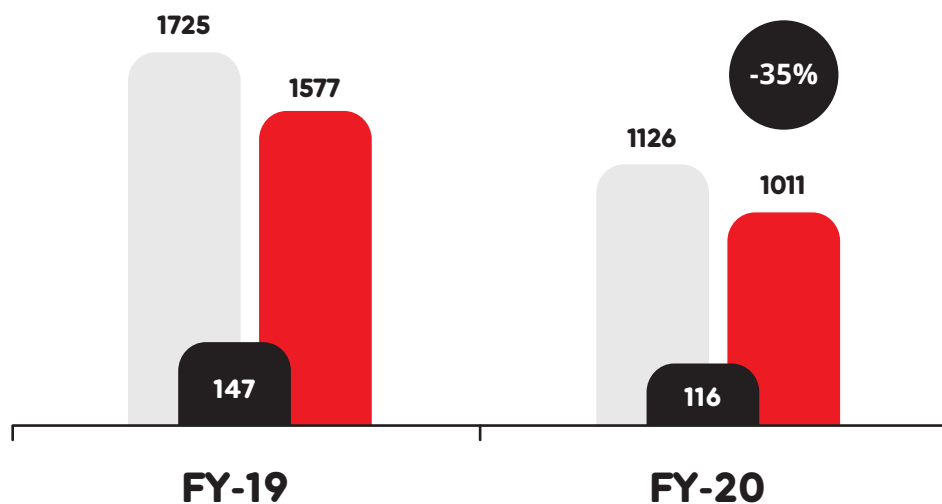


EBITDA & EBITDA %



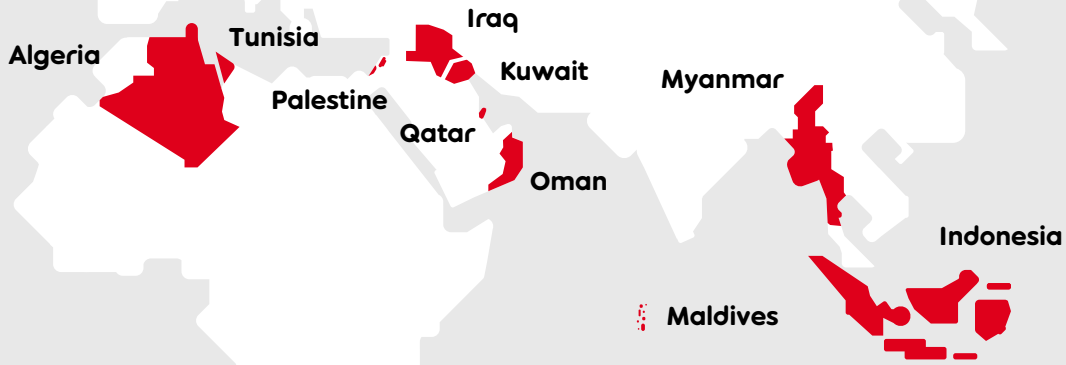
Net Profit attributable to Ooredoo Shareholders

- Net Profit
- F/X Impact
- Pre F/X Profit

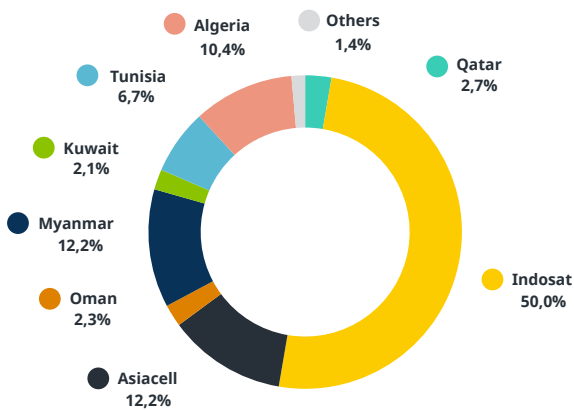


04

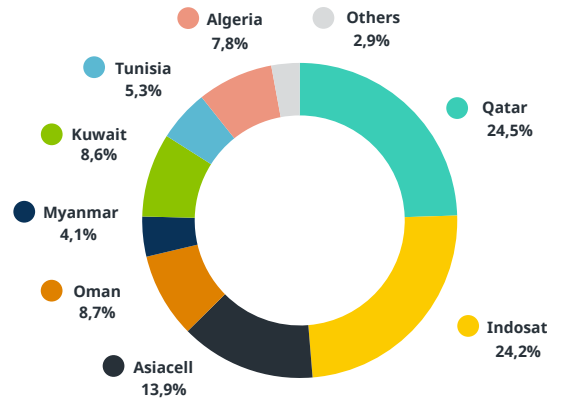
Ooredoo Group Geographical Presence



Group Customer Base Breakdown



Group Revenue Breakdown



05

Group Key Milestones

1987	Qtel established	2008	Ownership stake in Indosat increased to 65%	2013	Asiacell listed on Iraqi Exchange Ownership stake in Asiacell increased to 64.1% Re-branding of the Group under the "Ooredoo" brand
1998	Listing on Doha Securities Exchange	2010	Nawras listed on Muscat Stock Market	2014	Launch of Myanmar operations
2005	Nawras (Oman) launched	2011	Wataniya Mobile Palestine listed on Palestine Exchange	2017	Ooredoo Maldives completed the listing of its shares on the Maldives Stock Exchange on 9 August, 2017
2007	Wataniya Group acquisition	2011	Wataniya Group ownership stake in Tunisian increased to 75%	2018	First global 5G network launch May 2018 in Qatar
2007	Successful Asiacell (Iraq) bid for 15-year license	2012	Ownership stake in Asiacell increased to 53.9%	2019	5G launch in Kuwait June 2019
2007	Investment in Asia Mobile Holdings (Singapore)	2012	Ownership stake in Wataniya Group increased to 92%	2020	5G launch in Oman and Maldives
2008	Initial investment in Indosat (Indonesia)	2012	Total ownership stake in Tunisia increased to 90%		