

INNOVATION IN A MATURE MARKET - OOREDOO QATAR

**Sheikh Mohammed Bin Abdulla Al Thani, Deputy
Group CEO & CEO, Ooredoo Qatar**

25 September 2022

Capital Markets Day



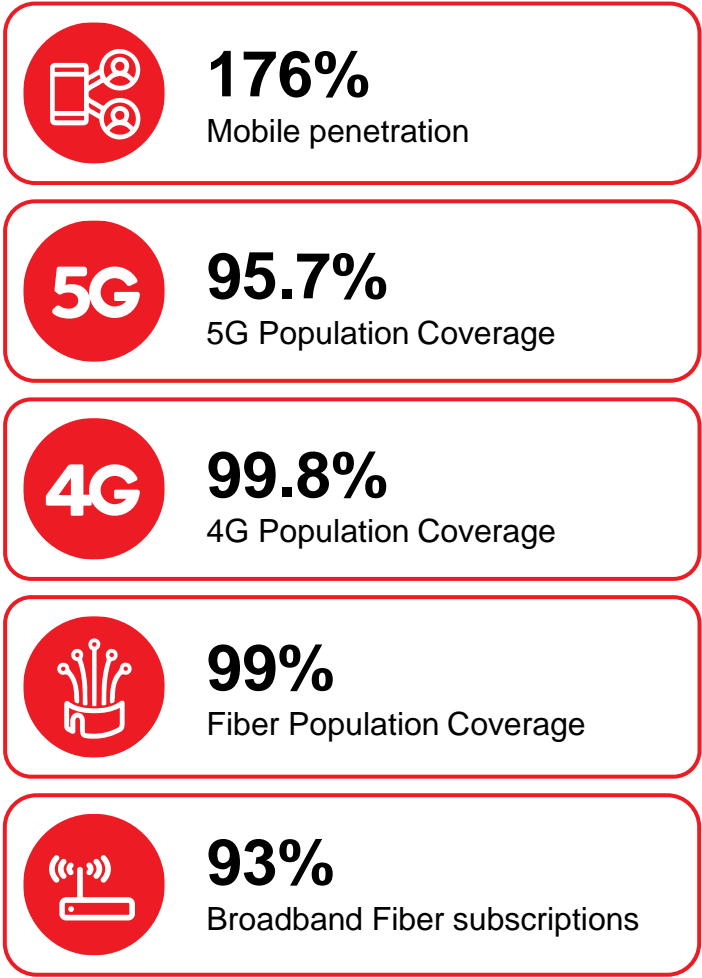
**FIFA WORLD CUP
Qatar 2022**



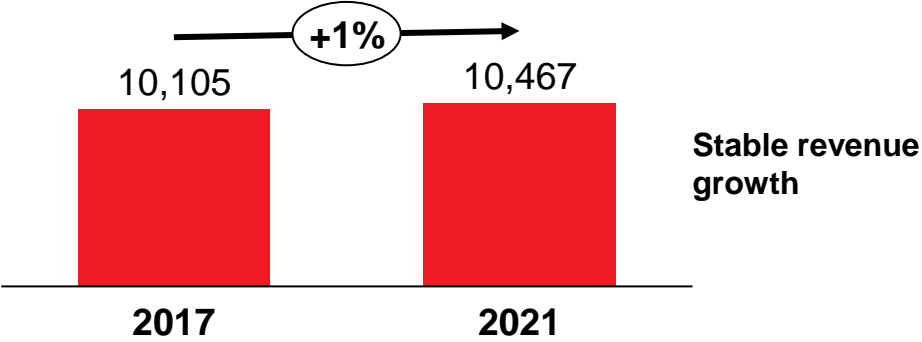
ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR

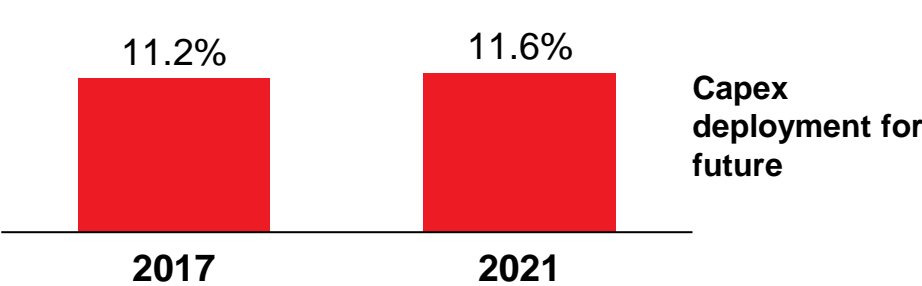
Qatar context: Maturity within our mobile and fixed markets



Qatar Telecom Sector Revenue (QAR M)



Capex to Revenue Ratio (%)



Ooredoo Qatar represents an integrated telecom operator

With a significant history of providing value-added services in the market

Residential

Mobile



Fixed



Financial Services



Loyalty Program



Enterprise / Government

Customized Solutions



Data Centers



Connectivity

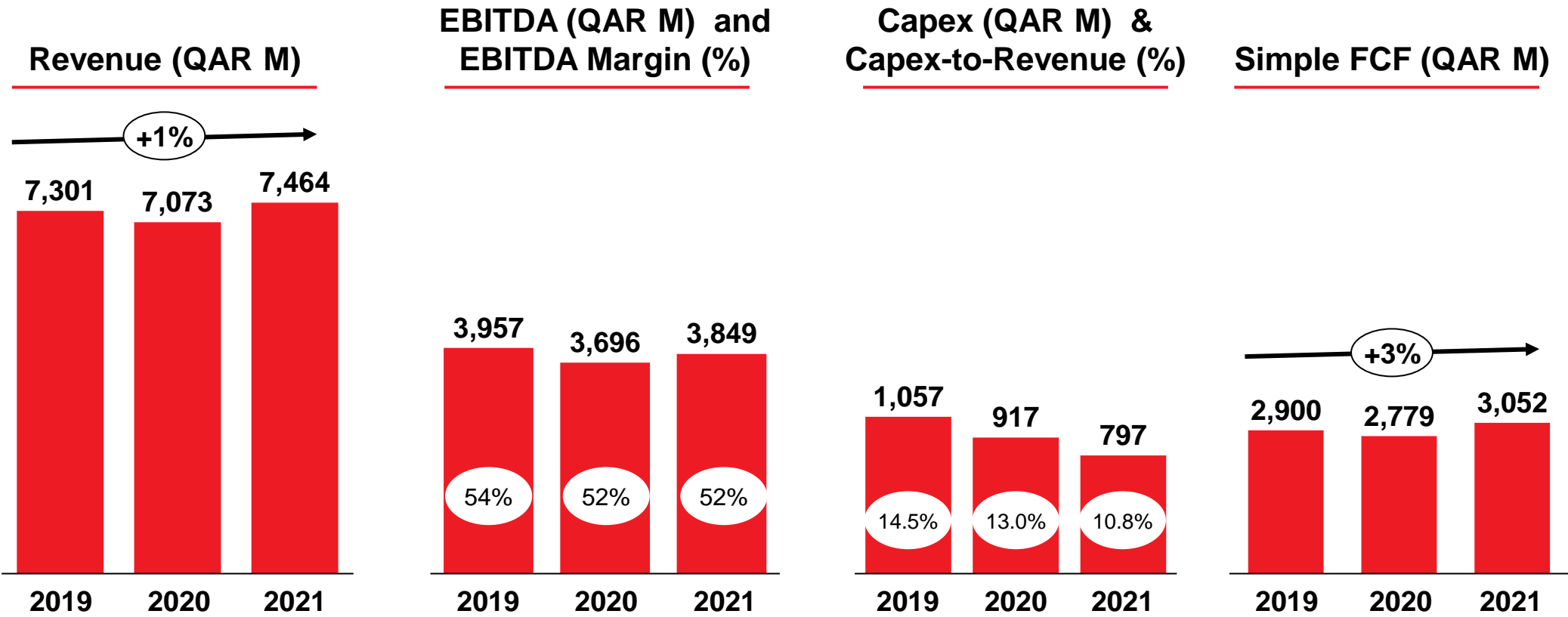


Wide array of cutting-edge products and services offered to individuals and businesses

High quality services and leading position across key product lines

Innovation-driven solutions

Stable growth and strong financials for Ooredoo Qatar



Capex managed through disciplined and rational deployment

Robust infrastructure already established to host large scale events

Venues

6 Stadiums
4,250 Antenna
32 Matches
570K Attendance

Data

84 TB
Peak traffic of **9.8TB** in Al Bayt; Match 32 “ALG vs TUN”
Peak throughput of **308Mbps** in Ahmad Bin Ali; Match 19 “OMA vs BHR”

Voice

2.6 Million Calls
Peak traffic of **269K** in Al Bayt; Match 32 “ALG vs TUN” with **CSSR 99.96% & CDR 0.05%**

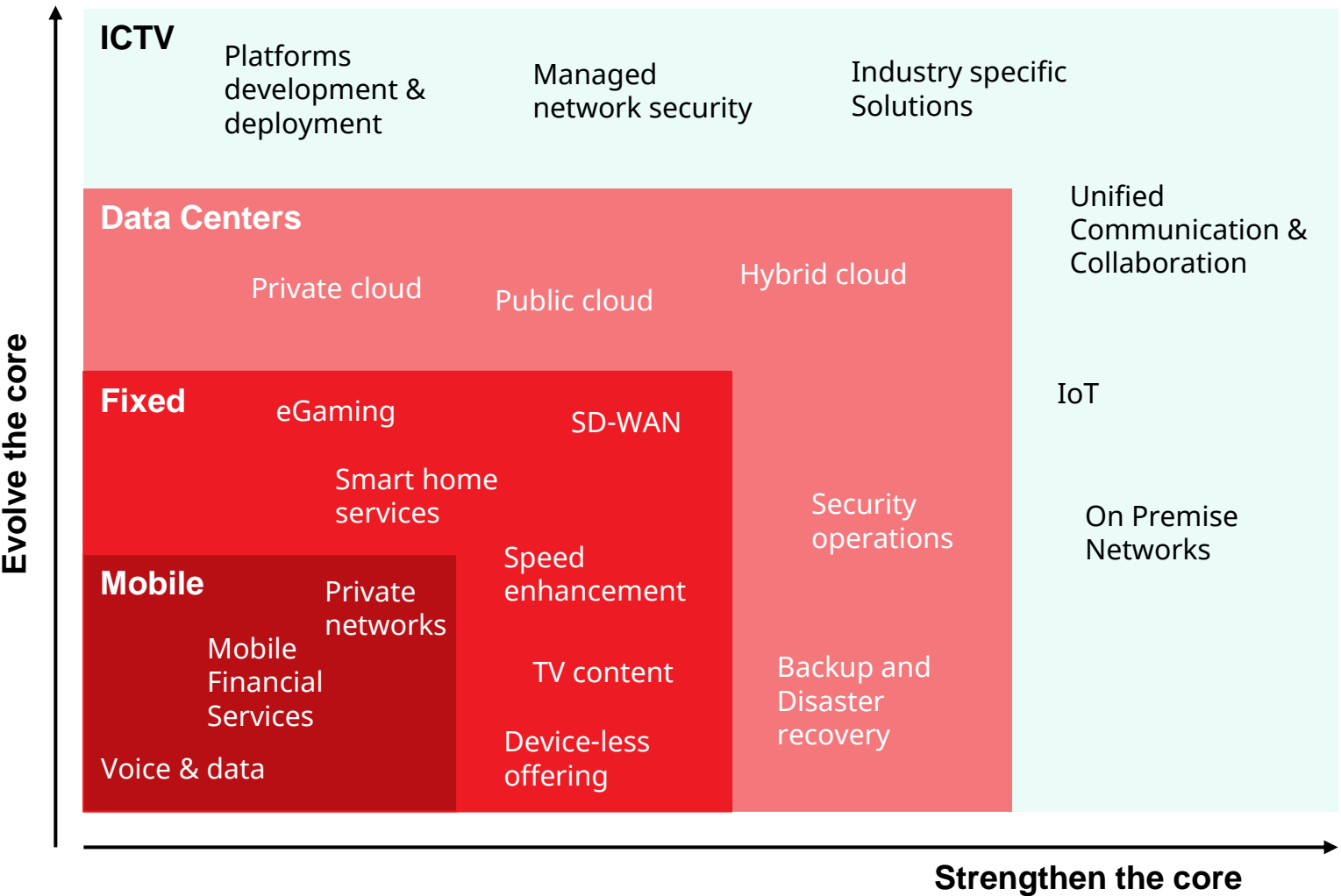
WIFI

26 TB
Average **41% share**
Peak traffic share was **65%** in Education City; Match 16 “PLE VS KSA” with **traffic volume 0.63TB**



Key areas of growth

Focused on evolving our core and leveraging our infrastructure for digital services and ICT



1%
Overall revenue growth
2019-21



Digital services
23% Revenue growth
2019-21
3% Revenue contribution in
2021



ICT services
10% Revenue growth
2019-21
3% Revenue contribution in
2021

Note: Digital services includes MFS, Loyalty Programs, Bulk SMS

We have built a robust data center infrastructure

For hosting and have created partnerships with major hyperscalers



**Leading and the
Largest B2B
Service provider
in Qatar**



**Most comprehensive B2B
services portfolio in Qatar**



Deep Telco B2B digital transformation expertise



**The 1st and best
Data Center in Qatar**



Increasing the existing capacity by
25% for hyperscalers in 2022



**TASMU Smart
Nation platform**



Enabling the digital transformation of the B2B landscape
supporting the 2030 Vision



**Better preparedness for
Cyber Threats during FIFA**



Multi-vertical & Multi-platform solutions
connecting machines & things



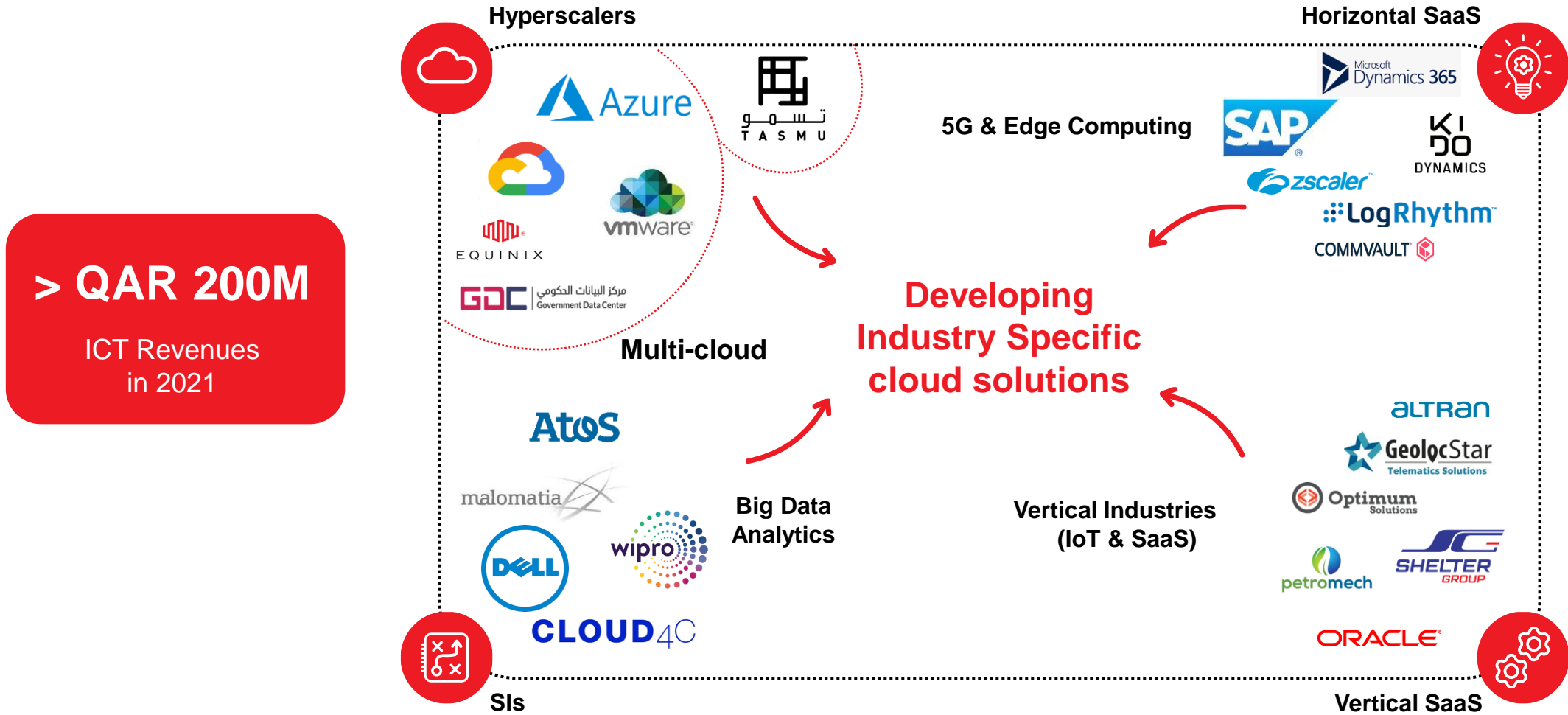
The Partner of Choice



50+ ecosystem of partners & Multiple Partner of the Year
awards (Microsoft, Cisco, Fortinet, Dell, Comstor)

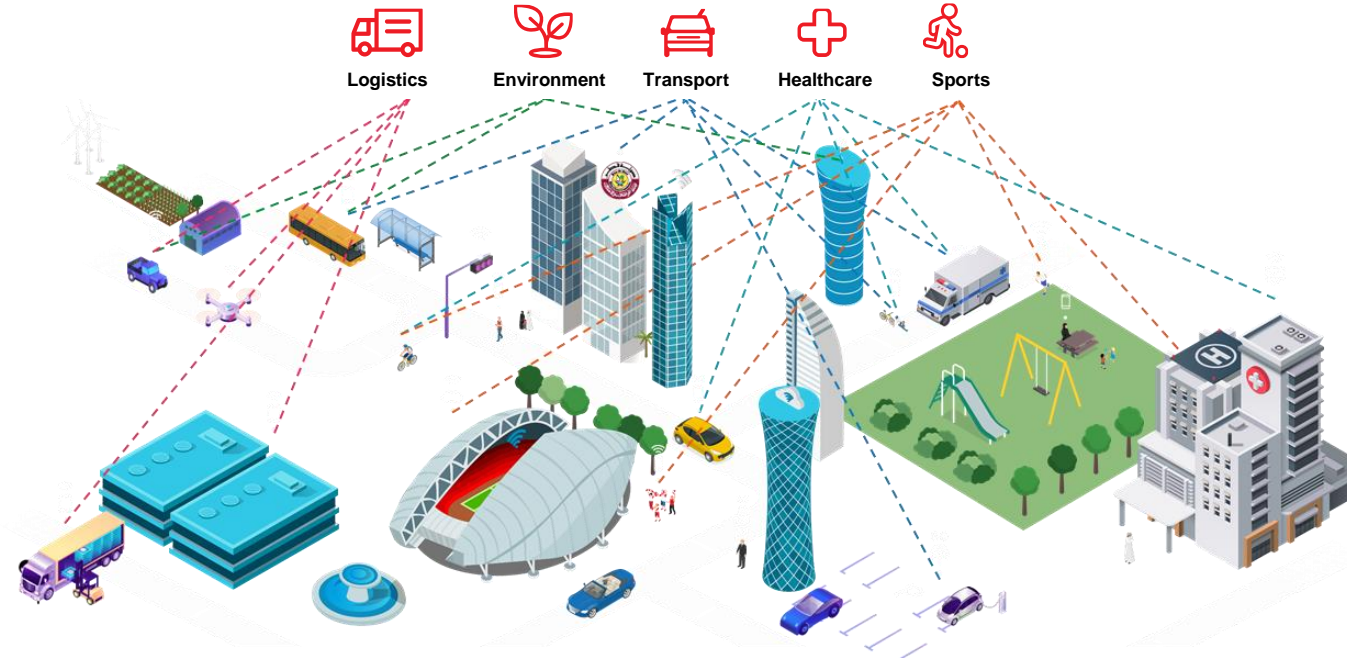
All industries undergo transformation

Ooredoo is strategically positioned to lead the digital transformation



In the ICT domain, we have been a key partner

Deploying the country's smart nation platform – TASMU – which can unlock future growth



The TASMU Platform has five key-enablers to support Smart City Use Cases



Cloud

Globally available, unlimited compute resources in Qatar



IoT

Harnessing signals from sensors & devices, managed centrally by TASMU Platform



Data

Providing access to data from numerous systems in one database



AI

Breakthrough intelligence capabilities, in TASMU Platform and on the edge



Digital Twins

Create living replicas of any physical environment in Qatar, track the past and predict the future

We have already had success within FinTech

This has potential for even further growth



International Money Transfer



International Top Up Services



Domestic Workers Salary Payment



Payment Gateway Services



38%
Penetration within prepaid customer base



QAR 7 Bn
Remittance transactions in 2021



18%
Share of international remittances in Qatar



12,000V
Companies registered for domestic salary payments



QAR 1.9 Bn
Value of salary transactions



QAR 17.2 Bn
Value of transactions through OMM in 2021

The Peninsula Local focus, Global vision

Qatar Central Bank issues first license to provide digital payment service

August 31, 2022

Qatar Central Bank issued the first license in the country for Ooredoo Money and iPay by Vodafone Qatar, to practice the activity of providing digital payment services.

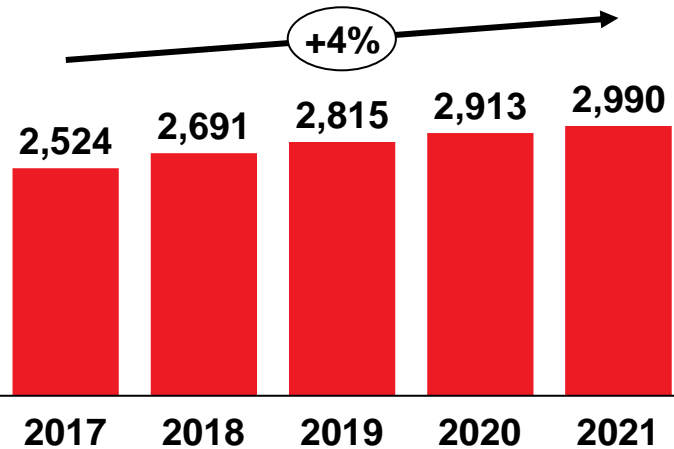
eGaming represents a significant growth prospect

And has started to generate positive results



Regional

GCC video gaming market (QAR M)



- Qatar market estimated at **QAR 300M** in 2021
- Estimated YoY growth in MENA is highest making it fastest growing gaming market in the world
- >300K Gamers in Qatar
- >100M Gamers in Middle East

Ooredoo Qatar



Viewership

20.5M Total viewers in Qatar and outside

70K Total watch hours on TV and social media

Ooredoo TV Channel 0 Consistently ranked among top 3 viewed channels on OoredooTV



Tournaments

14K Total participants in tournaments

3K Participants within Qatar

13 Tournament wins by Ooredoo Thunders team

Hosting largest FIFA LAN tournament in the MENA region (Ooredoo Nation Champions Cup)

First to launch NFTs (issued as entry passes and certificate of attendance) in the region

First in the region to broadcast eSports tournament in the Metaverse

Fortnite team has qualified for \$1 Million Prize Pool tournament; one of the biggest global events

THANK YOU



FIFA WORLD CUP
Qatar 2022



ooredoo

OFFICIAL MIDDLE EAST & AFRICA TELECOMMUNICATIONS OPERATOR