

Ooredoo Group

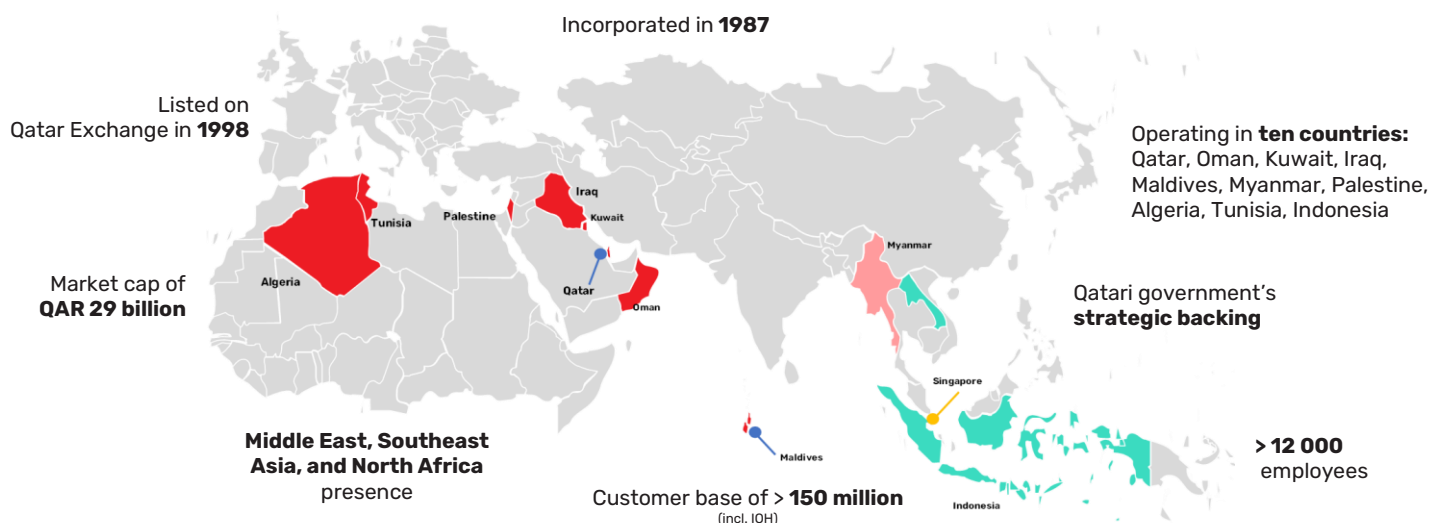
FY 2022 Fact Sheet

*all data is as at December 31, 2022



01 Group Overview

Ooredoo Group - leading fixed and mobile telecommunications operator



Our Vision



Enriching people's digital lives

**UPGRADE
YOUR
WORLD**

Our strategy 2022 - 2024

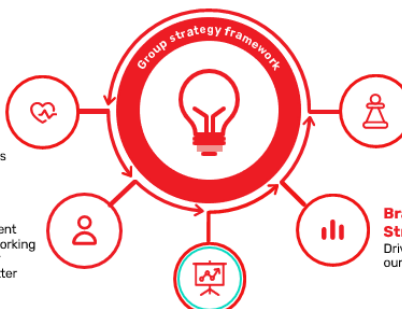
Excellence in Customer Experience
Protect and grow our customer assets

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

Smart Telco Evolve the Core
Create new use cases and enablers to monetize our assets better

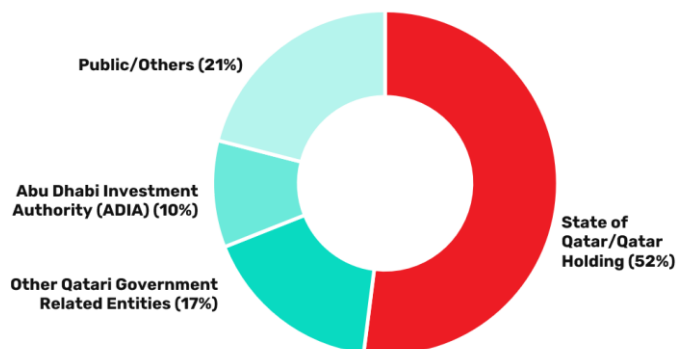
Value Focused Portfolio
Reduce asset base with better external use

Braveheart 2.0 Strengthen the Core
Drive profitability in our core business



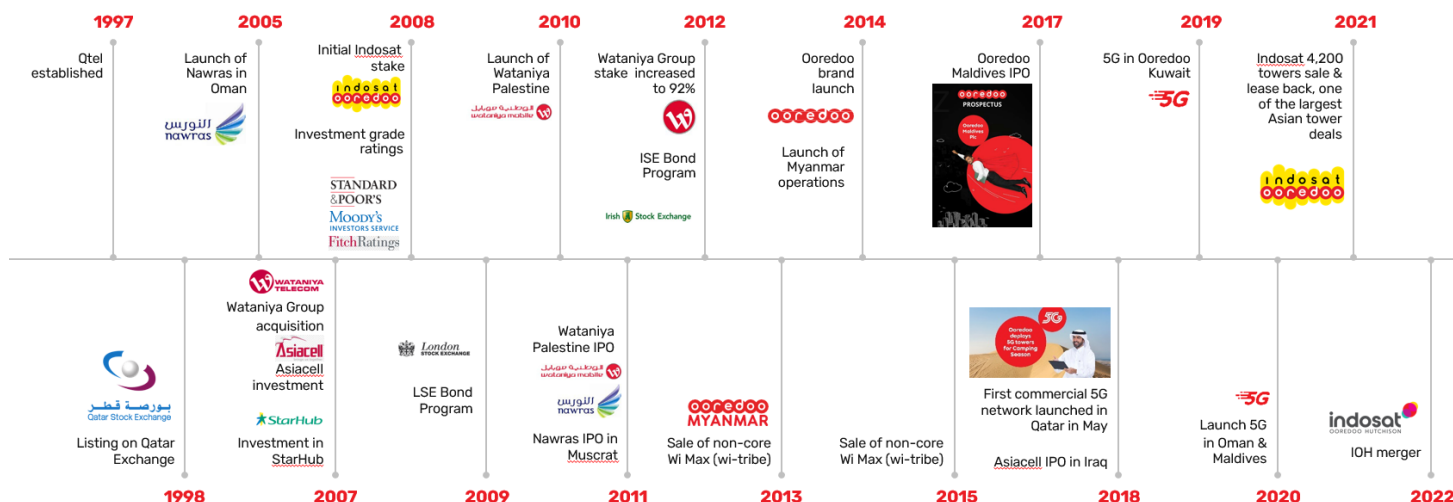


02 Group ownership profile and structure



Ooredoo	Indosat* Ooredoo Hutchinson	Asiacell	Ooredoo
Qatar	Indonesia	Iraq	Algeria
100%	32.8%	64.1%	74.4%
Ooredoo	Ooredoo	Ooredoo	Ooredoo
Oman	Kuwait	Tunisia	Myanmar
55%	92.1%	84.1%	100%
Ooredoo	Ooredoo	StarHub	
Palestine	Maldives	Singapore	
45.4%	83.3%	14%	

03 Group key milestones





04 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

- Qatar, Ooredoo's Groups home market, is a strong contributor to the Group's FCF
- The Gulf countries represent > 80% of the Group cash flow



Growth Assets in Emerging Markets

- Strongly positioned across a balanced portfolio with a market position of #1 or #2 in 6 of the 9 markets
- Ooredoo launched the world's first commercially available 5G network in the world
- 5G launched in Qatar, Kuwait, Oman & Maldives, 9/10 markets 4G



Solid Financials

- Stable revenue numbers
- Stable EBITDA despite challenging market conditions
- Strong credit rating
- Long term balanced debt profile
- Strong balance sheet, flexibility for future investments



Areas of Value Crystallization

- Review operations for ability to achieve/maintain #1 and #2 positions in their local markets
- Carve out tower operations as separate standalone entities to drive more efficiency and utilize different capital structure
- Carve out datacenters as standalone BU for 3rd party use
- Smart telco strategy (fintech and digital)



ESG Progress

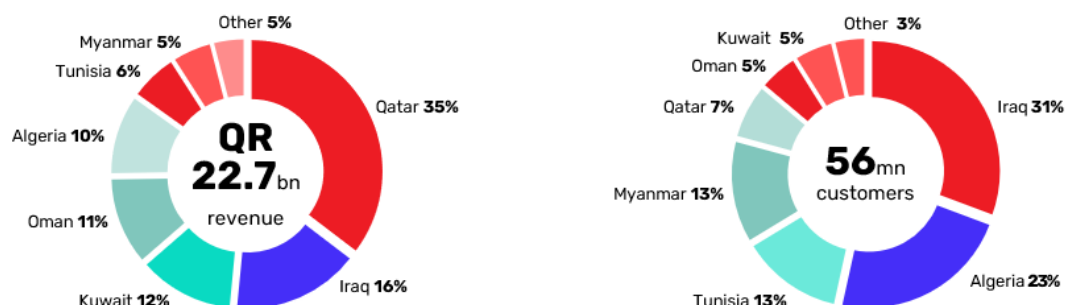
- Released 3rd ESG report
- Two advisory banks appointed to assist in ESG strategy
- Continue to engage with existing rating agencies (MSCI, RDR, Moody's / S&P)



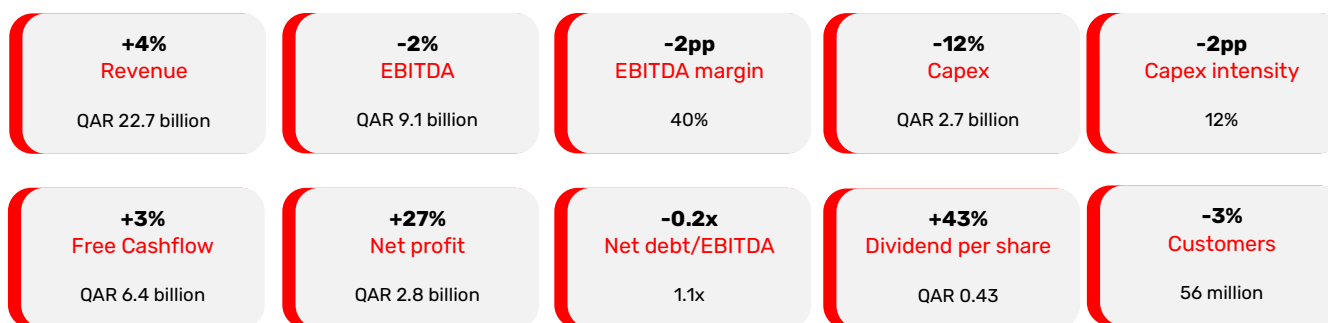


05 Group Financial snapshot

Revenue and Customer contribution by opco



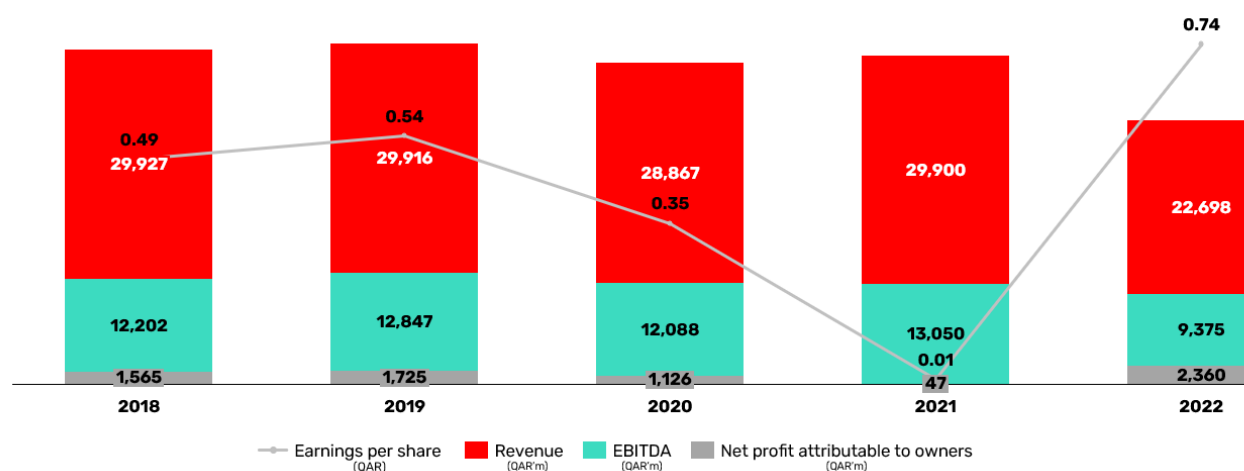
Key numbers as at 31 December 2022 with YoY growth – Normalized proforma*



158 million customers including IOH

*Post the IOH merger in Indonesia the accounting treatment of Ooredoo's previous largest international operation has changed. IOH Revenue, EBITDA, customers, and Capex are no longer consolidated, as the operation is now classified as a "joint venture company." For "a like for like" comparison, we have added these proforma data (excluding Indonesian operations in consolidation in FY 2021) and normalizing for major non-recurring items

5-year view of key financials – 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



Share price performance

■ Ooredoo (QE) Open: 6.91 | High: 10.48 | Low: 6.89 | Close: 9.20

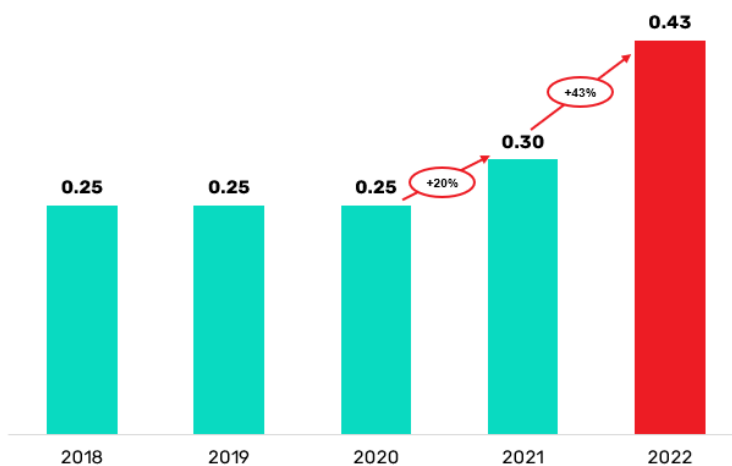


Shareholder returns

Dividend policy

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

Dividend history (QAR)



*Normalized earnings defined as earnings from continuing operations excluding one off or extraordinary items