

Operating Results by Operations in QR Millions



	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	3M 2023	3M 2022
<b>OOREDOO GROUP</b>								
Revenue	7,782.1	5,545.0	5,541.4	5,767.1	5,844.7	5,635.4	5,635.4	5,545.0
EBITDA	3,146.9	2,333.0	2,490.6	2,312.8	2,238.4	2,407.7	2,407.7	2,333.0
% EBITDA	40%	42%	45%	40%	38%	43%	43%	42%
NET PROFIT	1,007.4	767.0	931.2	700.1	362.5	1,128.9	1,128.9	767.0
Net Profit to Ooredoo shareholder:	806.5	670.9	827.1	585.3	277.0	960.6	960.6	670.9
Capex	1,823.4	371.6	593.1	590.1	1,174.0	395.6	395.6	371.6
Capex/ Revenue (%)	23%	7%	11%	10%	20%	7%	7%	7%
<b>Qatar operation</b>								
Revenue	2,037.7	1,887.2	1,899.0	1,952.1	2,221.8	1,947.9	1,947.9	1,887.2
EBITDA	943.2	977.0	953.0	910.6	988.2	988.2	988.2	977.0
% EBITDA	46%	52%	50%	47%	44%	51%	51%	52%
Capex	320.8	93.4	159.9	201.7	306.4	56.1	56.1	93.4
Capex/ Revenue (%)	16%	5%	8%	10%	14%	3%	3%	5%
<b>Indonesia</b>								
Revenue	2,128.7	-	-	-	-	-	-	-
EBITDA	994.8	-	-	-	-	-	-	-
% EBITDA	47%	0%	0%	0%	0%	0%	0%	0%
Capex	553.8	-	-	-	-	-	-	-
Capex/ Revenue (%)	26%	0%	0%	0%	0%	0%	0%	0%
<b>Iraq</b>								
Revenue	901.6	882.8	862.9	967.1	960.7	938.5	938.5	882.8
EBITDA	393.5	383.1	372.0	428.2	397.1	422.4	422.4	383.1
% EBITDA	44%	43%	43%	44%	41%	45%	45%	43%
Capex	320.9	67.3	68.9	81.0	204.1	74.7	74.7	67.3
Capex/ Revenue (%)	36%	8%	8%	8%	21%	8%	8%	8%
<b>Oman</b>								
Revenue	590.0	612.8	609.3	643.6	577.6	623.6	623.6	612.8
EBITDA	309.5	321.2	328.8	332.5	292.6	294.2	294.2	321.2
% EBITDA	52%	52%	54%	52%	51%	47%	47%	52%
Capex	168.3	52.6	101.5	100.5	208.8	97.1	97.1	52.6
Capex/ Revenue (%)	29%	9%	17%	16%	36%	16%	16%	9%
<b>Myanmar</b>								
Revenue	268.7	271.7	273.4	252.6	239.8	223.7	223.7	271.7
EBITDA	131.9	120.6	107.1	90.8	85.3	83.8	83.8	120.6
% EBITDA	49%	44%	39%	36%	36%	37%	37%	44%
Capex	61.9	12.7	22.5	15.9	16.1	5.2	5.2	12.7
Capex/ Revenue (%)	23%	5%	8%	6%	7%	2%	2%	5%
<b>WATANIYA GROUP</b>								
Revenue	1,846.9	1,837.6	1,822.7	1,877.0	1,837.2	1,846.7	1,846.7	1,837.6
EBITDA	558.3	671.3	670.7	714.0	630.7	658.9	658.9	671.3
% EBITDA	30%	37%	37%	38%	34%	36%	36%	37%
Capex	397.2	144.3	238.4	187.0	435.4	159.3	159.3	144.3
Capex/ Revenue (%)	22%	8%	13%	10%	24%	9%	9%	8%
<b>Kuwait</b>								
Revenue	659.6	692.6	706.5	704.5	705.7	708.7	708.7	692.6
EBITDA	179.1	197.8	222.1	212.8	217.6	228.5	228.5	197.8
% EBITDA	27%	29%	31%	30%	31%	32%	32%	29%
Capex	126.3	21.4	57.6	55.5	85.8	28.3	28.3	21.4
Capex/ Revenue (%)	19%	3%	8%	8%	12%	4%	4%	3%
<b>Tunisia</b>								
Revenue	402.6	379.6	361.9	379.3	347.7	343.7	343.7	379.6
EBITDA	114.6	163.0	160.8	173.7	153.6	99.7	99.7	163.0
% EBITDA	28%	43%	44%	46%	44%	29%	29%	43%
Capex	80.7	24.0	74.2	38.0	55.9	50.2	50.2	24.0
Capex/ Revenue (%)	20%	6%	21%	10%	16%	15%	15%	6%
<b>Algeria</b>								
Revenue	573.0	545.6	539.6	573.5	562.9	572.1	572.1	545.6
EBITDA	178.4	207.8	188.8	228.3	162.2	223.2	223.2	207.8
% EBITDA	31%	38%	35%	40%	29%	39%	39%	38%
Capex	160.4	90.9	82.8	71.9	227.6	67.9	67.9	90.9
Capex/ Revenue (%)	28%	17%	15%	13%	40%	12%	12%	17%
<b>Maldives</b>								
Revenue	112.1	115.1	109.9	111.3	118.2	121.3	121.3	115.1
EBITDA	49.4	62.9	60.7	58.7	61.4	66.9	66.9	62.9
% EBITDA	44%	55%	55%	53%	52%	55%	55%	55%
Capex	9.5	4.7	14.9	13.2	56.8	7.8	7.8	4.7
Capex/ Revenue (%)	8%	4%	14%	12%	48%	6%	6%	4%
<b>Palestine</b>								
Revenue	99.7	104.7	104.8	108.4	102.7	100.8	100.8	104.7
EBITDA	36.7	39.8	38.4	40.6	36.1	40.7	40.7	39.8
% EBITDA	37%	38%	37%	37%	35%	40%	40%	38%
Capex	20.3	3.4	8.9	8.4	9.3	5.1	5.1	3.4
Capex/ Revenue (%)	20%	3%	8%	8%	9%	5%	5%	3%

Note: 1. Ooredoo Group reflects the consolidated results including share in associates, joint venture and intra-group adjustments.

## Operating Results by Operations in Local Currency Millions



	Q4-2021	Q1-2022	Q2-2022	Q3-2022	Q4-2022	Q1-2023
<b>Iraq</b>						
Revenue	366,341	357,852	350,432	392,337	395,219	<b>385,876</b>
EBITDA	159,918	155,282	151,101	173,720	163,037	<b>173,308</b>
% EBITDA	44%	43%	43%	44%	41%	<b>45%</b>
Capex	130,388	27,230	28,023	32,849	85,766	<b>27,085</b>
Capex/ Revenue (%)	36%	8%	8%	8%	22%	<b>7%</b>
<b>Myanmar</b>						
Revenue	133,685	132,639	138,360	138,129	138,280	<b>135,662</b>
EBITDA	65,896	58,882	54,178	49,368	49,164	<b>50,960</b>
% EBITDA	49.3%	44.4%	39.2%	35.7%	35.6%	<b>37.6%</b>
Capex	26,330	6,188	11,400	9,150	9,284	<b>3,489</b>
Capex/ Revenue (%)	20%	5%	8%	7%	7%	<b>3%</b>
<b>Kuwait</b>						
Revenue	54.7	57.6	59.4	59.6	59.7	<b>59.6</b>
EBITDA	14.9	16.5	18.7	18.0	18.4	<b>19.2</b>
% EBITDA	27%	29%	31%	30%	31%	<b>32%</b>
Capex	10.5	1.8	4.8	4.7	7.2	<b>2.4</b>
Capex/ Revenue (%)	19%	3%	8%	8%	12%	<b>4%</b>
<b>Tunisia</b>						
Revenue	315	303	303	332	307	<b>293</b>
EBITDA	90	130	135	152	135	<b>85</b>
% EBITDA	28%	43%	44%	46%	44%	<b>29%</b>
Capex	65	19	63	34	49	<b>43</b>
Capex/ Revenue (%)	21%	6%	21%	10%	16%	<b>15%</b>
<b>Algeria</b>						
Revenue	21,748	21,117	21,492	22,566	21,516	<b>21,420</b>
EBITDA	6,763	8,041	7,523	8,985	6,217	<b>8,357</b>
% EBITDA	31%	38%	35%	40%	29%	<b>39%</b>
Capex	6,160	3,556	3,318	2,779	8,609	<b>2,537</b>
Capex/ Revenue (%)	28%	17%	15%	12%	40%	<b>12%</b>

## Total Customers by Operation (number)



	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
<b>QATAR</b>						
Postpaid	785,997	795,119	797,862	818,903	871,953	813,270
Prepaid	2,072,157	2,069,111	2,026,133	2,009,745	2,415,678	2,231,460
Fixed Line	340,888	344,444	347,906	364,873	353,433	346,530
<b>Total Customers</b>	<b>3,199,042</b>	<b>3,208,674</b>	<b>3,171,901</b>	<b>3,193,521</b>	<b>3,641,064</b>	<b>3,391,260</b>
<b>IRAQ</b>						
<b>Prepaid</b>	<b>15,984,857</b>	<b>16,106,252</b>	<b>16,325,725</b>	<b>17,128,279</b>	<b>17,094,372</b>	<b>17,046,372</b>
<b>OMAN</b>						
Postpaid	606,581	633,288	672,610	715,114	750,971	750,975
Prepaid	2,089,071	2,026,143	2,072,157	2,016,188	2,126,672	2,121,628
Fixed Line	167,553	165,676	161,651	158,290	156,963	157,952
<b>Total Customers</b>	<b>2,863,205</b>	<b>2,825,107</b>	<b>2,906,418</b>	<b>2,889,592</b>	<b>3,034,606</b>	<b>3,030,555</b>
<b>MYANMAR</b>						
Postpaid	23,240	25,755	25,755	23,421	29,363	29,816
Prepaid	11,467,517	9,001,534	8,235,821	7,542,506	7,500,665	8,299,401
<b>Total Customers</b>	<b>11,490,757</b>	<b>9,027,289</b>	<b>8,261,576</b>	<b>7,565,927</b>	<b>7,530,028</b>	<b>8,329,217</b>
<b>WATANIYA GROUP</b>						
Postpaid	2,348,848	2,398,873	2,412,976	2,431,745	2,460,028	2,499,902
Prepaid	20,239,513	20,410,050	20,253,632	20,819,635	20,775,160	20,748,269
Wireless Broadband	1,146,382	1,292,822	1,332,721	1,332,695	1,289,701	1,301,813
Fixed Line	281,489	121,702	126,087	132,414	141,878	148,020
<b>Total Customers</b>	<b>24,016,232</b>	<b>24,223,447</b>	<b>24,125,416</b>	<b>24,716,489</b>	<b>24,666,767</b>	<b>24,698,004</b>
<b>KUWAIT</b>						
Postpaid	480,455	492,201	502,213	512,075	515,107	515,596
Prepaid	1,240,665	1,303,638	1,328,476	1,434,798	1,467,355	1,525,416
Wireless Broadband	796,588	767,347	803,547	789,094	725,140	737,736
<b>Total Customers</b>	<b>2,517,708</b>	<b>2,563,186</b>	<b>2,634,236</b>	<b>2,735,967</b>	<b>2,707,602</b>	<b>2,778,748</b>
<b>TUNISIA</b>						
Postpaid	584,057	595,504	603,010	609,667	615,873	619,793
Prepaid	5,944,337	5,991,084	5,866,800	6,170,492	6,067,863	6,028,963
Wireless Broadband	145,714	320,561	320,880	343,905	354,757	361,846
Fixed Line	240,364	78,711	80,307	83,117	89,379	93,728
<b>Total Customers</b>	<b>6,914,472</b>	<b>6,985,860</b>	<b>6,870,997</b>	<b>7,207,181</b>	<b>7,127,872</b>	<b>7,104,330</b>
<b>ALGERIA</b>						
Postpaid	1,088,712	1,108,797	1,098,327	1,095,570	1,104,967	1,129,565
Prepaid	11,575,058	11,647,670	11,587,618	11,739,278	11,753,507	11,705,142
Wireless Broadband	170,011	170,248	173,420	165,485	175,485	167,752
<b>Total Customers</b>	<b>12,833,781</b>	<b>12,926,715</b>	<b>12,859,365</b>	<b>13,000,333</b>	<b>13,033,959</b>	<b>13,002,459</b>
<b>MALDIVES</b>						
Postpaid	74,757	77,607	80,310	82,248	84,862	87,746
Prepaid	218,542	214,864	213,712	208,967	215,696	225,889
Wireless Broadband	34,069	34,666	34,874	34,211	34,319	34,479
Fixed Line	41,125	42,991	45,780	49,297	52,499	54,292
<b>Total Customers</b>	<b>368,493</b>	<b>370,128</b>	<b>374,676</b>	<b>374,723</b>	<b>387,376</b>	<b>402,406</b>
<b>PALESTINE</b>						
<b>Total Customers</b>	<b>1,381,778</b>	<b>1,377,558</b>	<b>1,386,142</b>	<b>1,398,285</b>	<b>1,409,958</b>	<b>1,410,061</b>
<b>Total Consolidated Customers</b>	<b>57,554,093</b>	<b>55,390,769</b>	<b>54,791,036</b>	<b>55,493,808</b>	<b>55,966,837</b>	<b>56,495,408</b>

## Consolidated Customer Status as at 31st March 2023



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	813,270	2,231,460	-	346,530	-	3,391,260	100%	3,391,260
Iraq	-	17,046,372	-	-	-	17,046,372	64.1%	10,919,906
Oman	750,975	2,121,628	-	157,952	-	3,030,555	55%	1,666,805
Myanmar	29,816	8,299,401	-	-	-	8,329,217	100.0%	8,329,217
Kuwait	515,596	1,525,416	737,736	-	-	2,778,748	92.1%	2,559,227
Tunisia	619,793	6,028,963	361,846	93,728	-	7,104,330	84.1%	5,974,742
Algeria	1,129,565	11,705,142	167,752	-	-	13,002,459	74.4%	9,673,829
Maldives	87,746	225,889	34,479	54,292	-	402,406	83.3%	335,365
Palestine	-	-	-	-	-	1,410,061	45.4%	639,862
<b>Total Active Customers</b>						<b>56,495,408</b>		<b>43,490,213</b>

## Quarterly ARPU by Operation in Qatari Riyal

	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
<b>QATAR</b>						
Postpaid	284.4	288.7	288.0	287.1	267.9	274.2
Prepaid	42.6	39.3	37.4	36.5	36.6	28.6
BLENDDED ARPU	109.5	108.1	107.6	108.4	102.8	93.4
Fixed Line	50.9	51.3	47.2	44.6	45.2	44.7
<b>IRAQ</b>						
Prepaid	19.2	17.2	16.1	19.3	18.8	19.6
<b>OMAN</b>						
Postpaid	104.3	101.6	99.4	96.9	92.5	95.0
Prepaid	26.8	24.5	25.2	24.3	18.6	21.2
BLENDDED ARPU	43.9	42.2	43.2	41.3	37.9	40.5
Fixed Line	296.7	305.3	313.8	317.3	313.9	309.8
<b>KUWAIT</b>						
Postpaid	174.7	172.8	176.2	181.0	176.1	169.7
Prepaid	41.0	34.8	34.0	34.0	33.7	32.8
Wireless Broadband	38.7	36.2	37.1	34.8	38.4	43.1
BLENDDED ARPU	66.0	61.8	62.3	62.0	61.8	61.3
<b>TUNISIA</b>						
Postpaid	21.3	21.3	19.7	21.2	19.1	16.5
Prepaid	14.5	13.5	13.2	13.6	12.1	11.9
Wireless Broadband	39.9	34.5	30.0	32.5	28.4	28.7
BLENDDED ARPU	15.6	15.1	14.6	15.2	13.5	13.1
<b>ALGERIA</b>						
Postpaid	36.9	33.9	33.4	33.9	34.0	34.2
Prepaid	12.8	12.1	12.0	12.9	12.6	12.8
Wireless Broadband	14.5	14.4	13.4	14.3	15.0	13.3
BLENDDED ARPU	14.9	14.0	13.9	14.7	14.4	14.6
<b>MALDIVES</b>						
Postpaid	115.8	114.5	111.5	109.9	109.4	107.6
Prepaid	58.0	60.7	61.2	64.3	61.1	60.2
Wireless Broadband	12.7	11.9	10.2	9.4	8.5	7.5
Fixed Line	111.3	110.5	105.8	99.5	96.9	95.3
BLENDDED ARPU	66.3	68.0	67.8	69.9	67.9	66.8
<b>PALESTINE</b>						
BLENDDED ARPU	21.6	22.7	22.7	23.0	21.3	21.0
<b>MYANMAR</b>						
Postpaid	10.6	10.1	9.6	8.3	6.8	8.7
Prepaid	7.1	8.4	9.7	10.1	10.2	9.3
BLENDDED ARPU	7.1	8.4	9.7	10.1	10.2	9.3