

Operating Results by Operations in QR Millions



	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	9M 2023	9M 2022
<b>OOREDOO GROUP</b>								
Revenue	5,541.4	5,767.1	5,844.7	5,635.4	5,773.5	5,831.6	17,240.5	16,853.5
EBITDA	2,490.6	2,312.8	2,238.4	2,407.7	2,403.9	2,579.0	7,390.6	7,136.5
% EBITDA	45%	40%	38%	43%	42%	44%	43%	42%
<b>NET PROFIT</b>	931.2	700.1	362.5	1,128.9	967.2	1,017.8	3,113.9	2,398.4
Net Profit to Ooredoo shareholders	827.1	585.3	277.0	960.6	834.3	869.4	2,664.2	2,083.3
Capex	593.1	590.1	1,174.0	395.6	476.9	719.3	1,591.8	1,554.9
Capex/ Revenue (%)	11%	10%	20%	7%	8%	12%	9%	9%
<b>Qatar operation</b>								
Revenue	1,899.0	1,952.1	2,221.8	1,947.9	1,817.9	1,734.2	5,500.0	5,738.4
EBITDA	953.0	910.6	988.2	988.2	822.1	888.3	2,698.5	2,840.6
% EBITDA	50%	47%	44%	51%	45%	51%	49%	50%
Capex	159.9	201.7	306.4	56.1	110.8	170.5	337.4	455.0
Capex/ Revenue (%)	8%	10%	14%	3%	6%	10%	6%	8%
<b>Iraq</b>								
Revenue	862.9	967.1	960.7	938.5	1,085.0	1,197.9	3,221.5	2,712.8
EBITDA	372.0	428.2	397.1	422.4	502.9	558.1	1,483.4	1,183.3
% EBITDA	43%	44%	41%	45%	46%	47%	46%	44%
Capex	68.9	81.0	204.1	74.7	88.8	108.6	272.2	217.2
Capex/ Revenue (%)	8%	8%	21%	8%	8%	9%	8%	8%
<b>Oman</b>								
Revenue	609.3	643.6	577.6	623.6	606.0	598.4	1,828.0	1,865.7
EBITDA	328.8	332.5	292.6	294.2	293.7	290.4	878.3	982.6
% EBITDA	54%	52%	51%	47%	48%	49%	48%	53%
Capex	101.5	100.5	208.8	97.1	79.7	122.8	299.5	254.6
Capex/ Revenue (%)	17%	16%	36%	16%	13%	21%	16%	14%
<b>Myanmar</b>								
Revenue	273.4	252.6	239.8	223.7	214.3	206.0	644.0	797.6
EBITDA	107.1	90.8	85.3	83.8	88.2	75.6	247.6	318.5
% EBITDA	39%	36%	36%	37%	41%	37%	38%	40%
Capex	22.5	15.9	16.1	5.2	11.6	11.6	28.4	51.1
Capex/ Revenue (%)	8%	6%	7%	2%	5%	6%	4%	6%
<b>WATANIYA GROUP</b>								
Revenue	1,822.7	1,877.0	1,837.2	1,846.7	1,932.9	1,985.2	5,764.8	5,537.3
EBITDA	670.7	714.0	630.7	658.9	717.8	806.9	2,183.6	2,056.0
% EBITDA	37%	38%	34%	36%	37%	41%	38%	37%
Capex	238.4	187.0	435.4	159.3	186.9	303.6	649.8	569.7
Capex/ Revenue (%)	13%	10%	24%	9%	10%	15%	11%	10%
<b>Kuwait</b>								
Revenue	706.5	704.5	705.7	708.7	751.3	734.6	2,194.5	2,103.5
EBITDA	222.1	212.8	217.6	228.5	222.4	259.4	710.3	632.7
% EBITDA	31%	30%	31%	32%	30%	35%	32%	30%
Capex	57.6	55.5	85.8	28.3	43.9	48.8	121.1	134.5
Capex/ Revenue (%)	8%	8%	12%	4%	6%	7%	6%	6%
<b>Tunisia</b>								
Revenue	361.9	379.3	347.7	343.7	363.0	389.1	1,095.8	1,120.8
EBITDA	160.8	173.7	153.6	99.7	147.4	169.6	416.6	497.5
% EBITDA	44%	46%	44%	29%	41%	44%	38%	44%
Capex	74.2	38.0	55.9	50.2	55.1	82.0	187.3	136.1
Capex/ Revenue (%)	21%	10%	16%	15%	15%	21%	17%	12%
<b>Algeria</b>								
Revenue	539.6	573.5	562.9	572.1	598.2	635.4	1,805.7	1,658.8
EBITDA	188.8	228.3	162.2	223.2	240.3	268.1	731.5	624.9
% EBITDA	35%	40%	29%	39%	40%	42%	41%	38%
Capex	82.8	71.9	227.6	67.9	57.0	131.2	256.0	245.6
Capex/ Revenue (%)	15%	13%	40%	12%	10%	21%	14%	15%
<b>Maldives</b>								
Revenue	109.9	111.3	118.2	121.3	118.5	123.7	363.6	336.3
EBITDA	60.7	58.7	61.4	66.9	66.1	67.8	200.9	182.4
% EBITDA	55%	53%	52%	55%	56%	55%	55%	54%
Capex	14.9	13.2	56.8	7.8	21.9	35.7	65.4	32.8
Capex/ Revenue (%)	14%	12%	48%	6%	18%	29%	18%	10%
<b>Palestine</b>								
Revenue	104.8	108.4	102.7	100.8	101.9	102.4	305.2	317.9
EBITDA	38.4	40.6	36.1	40.7	41.7	42.1	124.4	118.8
% EBITDA	37%	37%	35%	40%	41%	41%	41%	37%
Capex	8.9	8.4	9.3	5.1	9.0	5.8	20.0	20.7
Capex/ Revenue (%)	8%	8%	9%	5%	9%	6%	7%	7%

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



	Q2-2022	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Q3-2023
<b>Iraq</b>						
Revenue	350,432	392,337	395,219	385,876	393,316	434,231
EBITDA	151,101	173,720	163,037	173,308	182,299	202,304
% EBITDA	43%	44%	41%	45%	46%	47%
Capex	28,023	32,849	85,766	27,085	32,191	39,376
Capex/ Revenue (%)	8%	8%	22%	7%	8%	9%
<b>Myanmar</b>						
Revenue	138,360	138,129	138,280	135,662	144,914	141,543
EBITDA	54,178	49,368	49,164	50,960	59,693	51,961
% EBITDA	39.2%	35.7%	35.6%	37.6%	41.2%	36.7%
Capex	11,400	9,150	9,284	3,489	7,801	7,916
Capex/ Revenue (%)	8%	7%	7%	3%	5%	6%
<b>Kuwait</b>						
Revenue	59.4	59.6	59.7	59.6	63.3	62.1
EBITDA	18.7	18.0	18.4	19.2	18.7	21.9
% EBITDA	31%	30%	31%	32%	30%	35%
Capex	4.8	4.7	7.2	2.4	3.7	4.1
Capex/ Revenue (%)	8%	8%	12%	4%	6%	7%
<b>Tunisia</b>						
Revenue	303	332	307	293	307	331
EBITDA	135	152	135	85	125	144
% EBITDA	44%	46%	44%	29%	41%	44%
Capex	63	34	49	43	47	71
Capex/ Revenue (%)	21%	10%	16%	15%	15%	21%
<b>Algeria</b>						
Revenue	21,492	22,566	21,516	21,420	22,322	23,755
EBITDA	7,523	8,985	6,217	8,357	8,966	10,023
% EBITDA	35%	40%	29%	39%	40%	42%
Capex	3,318	2,779	8,609	2,537	2,127	4,942
Capex/ Revenue (%)	15%	12%	40%	12%	10%	21%

## Total Customers by Operation (number)



	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
<b>QATAR</b>						
Postpaid	797,862	818,903	871,953	813,270	799,195	807,253
Prepaid*	2,026,133	2,009,745	2,415,678	2,231,460	1,809,769	1,801,675
Fixed Line	347,906	364,873	353,433	346,530	344,832	322,338
<b>Total Customers*</b>	<b>3,171,901</b>	<b>3,193,521</b>	<b>3,641,064</b>	<b>3,391,260</b>	<b>2,953,796</b>	<b>2,931,266</b>
<b>IRAQ</b>						
<b>Prepaid</b>	<b>16,325,725</b>	<b>17,128,279</b>	<b>17,094,372</b>	<b>17,046,372</b>	<b>17,093,080</b>	<b>17,133,360</b>
<b>OMAN</b>						
Postpaid	672,610	715,114	750,971	750,975	745,700	729,798
Prepaid	2,072,157	2,016,188	2,126,672	2,121,628	2,188,448	2,180,890
Fixed Line	161,651	158,290	156,963	157,952	158,663	159,702
<b>Total Customers</b>	<b>2,906,418</b>	<b>2,889,592</b>	<b>3,034,606</b>	<b>3,030,555</b>	<b>3,092,811</b>	<b>3,070,390</b>
<b>MYANMAR</b>						
Postpaid	25,755	23,421	29,363	29,816	28,975	30,521
Prepaid	8,235,821	7,542,506	7,500,665	8,299,401	8,427,712	8,338,847
<b>Total Customers</b>	<b>8,261,576</b>	<b>7,565,927</b>	<b>7,530,028</b>	<b>8,329,217</b>	<b>8,456,687</b>	<b>8,369,368</b>
<b>WATANIYA GROUP</b>						
Postpaid	2,412,976	2,431,745	2,460,028	2,499,902	2,549,232	2,585,597
Prepaid	20,253,632	20,819,635	20,775,160	20,748,269	20,609,891	21,207,326
Wireless Broadband	1,332,721	1,332,695	1,289,701	1,301,813	1,292,729	1,256,981
Fixed Line	126,087	132,414	141,878	148,020	156,744	160,237
<b>Total Customers</b>	<b>24,125,416</b>	<b>24,716,489</b>	<b>24,666,767</b>	<b>24,698,004</b>	<b>24,608,596</b>	<b>25,210,141</b>
<b>KUWAIT</b>						
Postpaid	502,213	512,075	515,107	515,596	516,187	520,623
Prepaid	1,328,476	1,434,798	1,467,355	1,525,416	1,581,292	1,667,656
Wireless Broadband	803,547	789,094	725,140	737,736	729,110	696,042
<b>Total Customers</b>	<b>2,634,236</b>	<b>2,735,967</b>	<b>2,707,602</b>	<b>2,778,748</b>	<b>2,826,589</b>	<b>2,884,321</b>
<b>TUNISIA</b>						
Postpaid	603,010	609,667	615,873	619,793	633,563	640,713
Prepaid	5,866,800	6,170,492	6,067,863	6,028,963	5,847,395	6,169,460
Wireless Broadband	320,880	343,905	354,757	361,846	365,756	384,483
Fixed Line	80,307	83,117	89,379	93,728	101,677	108,577
<b>Total Customers</b>	<b>6,870,997</b>	<b>7,207,181</b>	<b>7,127,872</b>	<b>7,104,330</b>	<b>6,948,391</b>	<b>7,303,233</b>
<b>ALGERIA</b>						
Postpaid	1,098,327	1,095,570	1,104,967	1,129,565	1,157,093	1,175,652
Prepaid	11,587,618	11,739,278	11,753,507	11,705,142	11,697,810	11,865,365
Wireless Broadband	173,420	165,485	175,485	167,752	165,528	156,542
<b>Total Customers</b>	<b>12,859,365</b>	<b>13,000,333</b>	<b>13,033,959</b>	<b>13,002,459</b>	<b>13,020,431</b>	<b>13,197,559</b>
<b>MALDIVES</b>						
Postpaid	80,310	82,248	84,862	87,746	89,222	88,418
Prepaid	213,712	208,967	215,696	225,889	221,481	230,602
Wireless Broadband	34,874	34,211	34,319	34,479	32,335	19,914
Fixed Line	45,780	49,297	52,499	54,292	55,067	51,660
<b>Total Customers</b>	<b>374,676</b>	<b>374,723</b>	<b>387,376</b>	<b>402,406</b>	<b>398,105</b>	<b>390,594</b>
<b>PALESTINE</b>						
<b>Total Customers</b>	<b>1,386,142</b>	<b>1,398,285</b>	<b>1,409,958</b>	<b>1,410,061</b>	<b>1,415,080</b>	<b>1,434,434</b>
<b>Total Consolidated Customers</b>	<b>54,791,036</b>	<b>55,493,808</b>	<b>55,966,837</b>	<b>56,495,408</b>	<b>56,204,970</b>	<b>56,714,525</b>

\*Qatar Prepaid customer definition has been changed from Q2 2023 to include 90-day active customers from 365-day previously. On a like-for-like basis, total customers in Qatar for Q3 were flat YoY.

## Consolidated Customer Status as at 30 September 2023



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	807,253	1,801,675	-	322,338	-	2,931,266	100%	2,931,266
Iraq	-	17,133,360	-	-	-	17,133,360	64.1%	10,975,630
Oman	729,798	2,180,890	-	159,702	-	3,070,390	55%	1,688,714
Myanmar	30,521	8,338,847	-	-	-	8,369,368	100.0%	8,369,368
Kuwait	520,623	1,667,656	696,042	-	-	2,884,321	92.1%	2,656,460
Tunisia	640,713	6,169,460	384,483	108,577	-	7,303,233	84.1%	6,142,019
Algeria	1,175,652	11,865,365	156,542	-	-	13,197,559	74.4%	9,818,984
Maldives	88,418	230,602	19,914	51,660	-	390,594	83.3%	325,521
Palestine	-	-	-	-	-	1,434,434	45.4%	650,922
<b>Total Active Customers</b>						<b>56,714,525</b>		<b>43,558,885</b>

## Quarterly ARPU by Operation in Qatari Riyal

	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
<b>QATAR</b>						
Postpaid*	275.3	275.2	269.0	260.4	264.6	265.3
Prepaid*	41.4	40.8	41.1	33.3	33.5	32.6
BLENDDED ARPU*	113.0	114.3	109.7	100.4	104.2	104.2
Fixed Line	47.2	44.6	45.2	44.7	42.6	42.9
<b>IRAQ</b>						
Prepaid	16.1	19.3	18.8	19.6	21.8	23.8
<b>OMAN</b>						
Postpaid	99.4	96.9	92.5	95.0	91.5	93.6
Prepaid	25.2	24.3	18.6	21.2	21.4	21.1
BLENDDED ARPU	43.2	41.3	37.9	40.5	39.5	39.4
Fixed Line	313.8	317.3	313.9	309.8	310.4	300.2
<b>KUWAIT</b>						
Postpaid	176.2	181.0	176.1	169.7	171.0	175.4
Prepaid	34.0	34.0	33.7	32.8	35.1	34.2
Wireless Broadband	37.1	34.8	38.4	43.1	41.6	41.3
BLENDDED ARPU	62.3	62.0	61.8	61.3	61.7	61.6
<b>TUNISIA</b>						
Postpaid	19.7	21.2	19.1	16.5	17.0	17.4
Prepaid	13.2	13.6	12.1	11.9	12.8	13.4
Wireless Broadband	30.0	32.5	28.4	28.7	29.6	33.0
BLENDDED ARPU	14.6	15.2	13.5	13.1	14.1	14.8
<b>ALGERIA</b>						
Postpaid	33.4	33.9	34.0	34.2	35.5	34.8
Prepaid	12.0	12.9	12.6	12.8	13.3	14.3
Wireless Broadband	13.4	14.3	15.0	13.3	13.0	12.7
BLENDDED ARPU	13.9	14.7	14.4	14.6	15.3	16.1
<b>MALDIVES</b>						
Postpaid	111.5	109.9	109.4	107.6	106.6	108.6
Prepaid	61.2	64.3	61.1	60.2	61.3	64.0
Wireless Broadband	10.2	9.4	8.5	7.5	6.2	7.4
Fixed Line	105.8	99.5	96.9	95.3	92.9	96.2
BLENDDED ARPU	67.8	69.9	67.9	66.8	67.4	71.3
<b>PALESTINE</b>						
BLENDDED ARPU	22.7	23.0	21.3	21.0	21.2	20.9
<b>MYANMAR</b>						
Postpaid	9.6	8.3	6.8	8.7	6.0	6.6
Prepaid	9.7	10.1	10.2	9.3	8.1	7.7
BLENDDED ARPU	9.7	10.1	10.2	9.3	8.1	7.7

\*Qatar Mobile ARPU was restated from Q1 2022 due to changes in definition for Prepaid customers to include 90-day active customers from 365-day previously and changes in Postpaid ARPU calculations