

Operating Results by Operations in QR Millions



	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	12M 2023	12M 2022
OOREDOO GROUP								
Revenue	5,767.1	5,844.7	5,635.4	5,773.5	5,831.6	5,923.3	23,163.7	22,698.2
EBITDA	2,312.8	2,238.4	2,407.7	2,403.9	2,579.0	2,326.5	9,717.1	9,374.9
% EBITDA	40%	38%	43%	42%	44%	39%	42%	41%
NET PROFIT	700.1	362.5	1,128.9	967.2	1,017.8	397.6	3,511.5	2,760.9
Net Profit to Ooredoo shareholders	585.3	277.0	960.6	834.3	869.4	351.6	3,015.9	2,360.2
Capex	590.1	1,174.0	395.6	476.9	719.3	1,229.2	2,821.1	2,728.8
Capex/ Revenue (%)	10%	20%	7%	8%	12%	21%	12%	12%
Qatar operation								
Revenue	1,952.1	2,221.8	1,947.9	1,817.9	1,734.2	1,786.4	7,286.4	7,960.2
EBITDA	910.6	988.2	988.2	822.1	888.3	904.1	3,602.6	3,828.8
% EBITDA	47%	44%	51%	45%	51%	51%	49%	48%
Capex	201.7	306.4	56.1	110.8	170.5	337.2	674.7	761.4
Capex/ Revenue (%)	10%	14%	3%	6%	10%	19%	9%	10%
Iraq								
Revenue	967.1	960.7	938.5	1,085.0	1,197.9	1,230.2	4,451.7	3,673.5
EBITDA	428.2	397.1	422.4	502.9	558.1	469.2	1,952.7	1,580.4
% EBITDA	44%	41%	45%	46%	47%	38%	44%	43%
Capex	81.0	204.1	74.7	88.8	108.6	195.1	467.3	421.3
Capex/ Revenue (%)	8%	21%	8%	8%	9%	16%	10%	11%
Oman								
Revenue	643.6	577.6	623.6	606.0	598.4	625.1	2,453.2	2,443.3
EBITDA	332.5	292.6	294.2	293.7	290.4	278.1	1,156.4	1,275.2
% EBITDA	52%	51%	47%	48%	49%	44%	47%	52%
Capex	100.5	208.8	97.1	79.7	122.8	127.2	426.7	463.3
Capex/ Revenue (%)	16%	36%	16%	13%	21%	20%	17%	19%
Myanmar								
Revenue	252.6	239.8	223.7	214.3	206.0	206.2	850.2	1,037.4
EBITDA	90.8	85.3	83.8	88.2	75.6	79.5	327.2	403.7
% EBITDA	36%	36%	37%	41%	37%	39%	38%	39%
Capex	15.9	16.1	5.2	11.6	11.6	19.4	47.8	67.2
Capex/ Revenue (%)	6%	7%	2%	5%	6%	9%	6%	6%
WATANIYA GROUP								
Revenue	1,877.0	1,837.2	1,846.7	1,932.9	1,985.2	1,973.9	7,738.6	7,374.6
EBITDA	714.0	630.7	658.9	717.8	806.9	768.1	2,951.7	2,686.8
% EBITDA	38%	34%	36%	37%	41%	39%	38%	36%
Capex	187.0	435.4	159.3	186.9	303.6	498.7	1,148.4	1,005.1
Capex/ Revenue (%)	10%	24%	9%	10%	15%	25%	15%	14%
Kuwait								
Revenue	704.5	705.7	708.7	751.3	734.6	719.4	2,913.9	2,809.3
EBITDA	212.8	217.6	228.5	222.4	259.4	260.8	971.1	850.2
% EBITDA	30%	31%	32%	30%	35%	36%	33%	30%
Capex	55.5	85.8	28.3	43.9	48.8	86.0	207.0	220.3
Capex/ Revenue (%)	8%	12%	4%	6%	7%	12%	7%	8%
Tunisia								
Revenue	379.3	347.7	343.7	363.0	389.1	374.5	1,470.3	1,468.5
EBITDA	173.7	153.6	99.7	147.4	169.6	139.0	555.6	651.1
% EBITDA	46%	44%	29%	41%	44%	37%	38%	44%
Capex	38.0	55.9	50.2	55.1	82.0	88.8	276.1	192.0
Capex/ Revenue (%)	10%	16%	15%	15%	21%	24%	19%	13%
Algeria								
Revenue	573.5	562.9	572.1	598.2	635.4	656.6	2,462.2	2,221.7
EBITDA	228.3	162.2	223.2	240.3	268.1	260.2	991.7	787.1
% EBITDA	40%	29%	39%	40%	42%	40%	40%	35%
Capex	71.9	227.6	67.9	57.0	131.2	245.3	501.3	473.2
Capex/ Revenue (%)	13%	40%	12%	10%	21%	37%	20%	21%
Maldives								
Revenue	111.3	118.2	121.3	118.5	123.7	131.6	495.2	454.5
EBITDA	58.7	61.4	66.9	66.1	67.8	77.4	278.3	243.8
% EBITDA	53%	52%	55%	56%	55%	59%	56%	54%
Capex	13.2	56.8	7.8	21.9	35.7	55.8	121.2	89.6
Capex/ Revenue (%)	12%	48%	6%	18%	29%	42%	24%	20%
Palestine								
Revenue	108.4	102.7	100.8	101.9	102.4	91.8	396.9	420.7
EBITDA	40.6	36.1	40.7	41.7	42.1	30.8	155.2	154.9
% EBITDA	37%	35%	40%	41%	41%	34%	39%	37%
Capex	8.4	9.3	5.1	9.0	5.8	22.9	42.8	30.0
Capex/ Revenue (%)	8%	9%	5%	9%	6%	25%	11%	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



	Q3-2022	Q4-2022	Q1-2023	Q2-2023	Q3-2023	Q4-2023
Iraq						
Revenue	392,337	395,219	385,876	393,316	434,231	445,943
EBITDA	173,720	163,037	173,308	182,299	202,304	170,089
% EBITDA	44%	41%	45%	46%	47%	38%
Capex	32,849	85,766	27,085	32,191	39,376	70,734
Capex/ Revenue (%)	8%	22%	7%	8%	9%	16%
Myanmar						
Revenue	138,129	138,280	135,662	144,914	141,543	146,630
EBITDA	49,368	49,164	50,960	59,693	51,961	56,441
% EBITDA	35.7%	35.6%	37.6%	41.2%	36.7%	38%
Capex	9,150	9,284	3,489	7,801	7,916	14,670
Capex/ Revenue (%)	7%	7%	3%	5%	6%	10%
Kuwait						
Revenue	59.6	59.7	59.6	63.3	62.1	61.0
EBITDA	18.0	18.4	19.2	18.7	21.9	22.1
% EBITDA	30%	31%	32%	30%	35%	36%
Capex	4.7	7.2	2.4	3.7	4.1	7.3
Capex/ Revenue (%)	8%	12%	4%	6%	7%	12%
Tunisia						
Revenue	332	307	293	307	331	322
EBITDA	152	135	85	125	144	120
% EBITDA	46%	44%	29%	41%	44%	37%
Capex	34	49	43	47	71	76
Capex/ Revenue (%)	10%	16%	15%	15%	21%	23%
Algeria						
Revenue	22,566	21,516	21,420	22,322	23,755	24,421
EBITDA	8,985	6,217	8,357	8,966	10,023	9,681
% EBITDA	40%	29%	39%	40%	42%	40%
Capex	2,779	8,609	2,537	2,127	4,942	9,060
Capex/ Revenue (%)	12%	40%	12%	10%	21%	37%

Total Customers by Operation (number)



	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
QATAR						
Postpaid	818,903	871,953	813,270	799,195	807,253	829,725
Prepaid*	2,009,745	2,415,678	2,231,460	1,809,769	1,801,675	1,840,444
Fixed Line	364,873	353,433	346,530	344,832	322,338	320,570
Total Customers*	3,193,521	3,641,064	3,391,260	2,953,796	2,931,266	2,990,739
IRAQ						
Prepaid	17,128,279	17,094,372	17,046,372	17,093,080	17,133,360	17,693,516
OMAN						
Postpaid	715,114	750,971	750,975	745,700	729,798	724,508
Prepaid	2,016,188	2,126,672	2,121,628	2,188,448	2,180,890	2,200,813
Fixed Line	158,290	156,963	157,952	158,663	159,702	159,538
Total Customers	2,889,592	3,034,606	3,030,555	3,092,811	3,070,390	3,084,859
MYANMAR						
Postpaid	23,421	29,363	29,816	28,975	30,521	29,161
Prepaid	7,542,506	7,500,665	8,299,401	8,427,712	8,338,847	8,482,956
Total Customers	7,565,927	7,530,028	8,329,217	8,456,687	8,369,368	8,512,117
WATANIYA GROUP						
<i>Postpaid</i>	<i>2,431,745</i>	<i>2,460,028</i>	<i>2,499,902</i>	<i>2,549,232</i>	<i>2,585,597</i>	<i>2,767,397</i>
<i>Prepaid</i>	<i>20,819,635</i>	<i>20,775,160</i>	<i>20,748,269</i>	<i>20,609,891</i>	<i>21,207,326</i>	<i>21,189,382</i>
<i>Wireless Broadband</i>	<i>1,332,695</i>	<i>1,289,701</i>	<i>1,301,813</i>	<i>1,292,729</i>	<i>1,256,981</i>	<i>1,187,166</i>
<i>Fixed Line</i>	<i>132,414</i>	<i>141,878</i>	<i>148,020</i>	<i>156,744</i>	<i>160,237</i>	<i>164,356</i>
Total Customers	24,716,489	24,666,767	24,698,004	24,608,596	25,210,141	25,308,301
KUWAIT						
Postpaid	512,075	515,107	515,596	516,187	520,623	517,505
Prepaid	1,434,798	1,467,355	1,525,416	1,581,292	1,667,656	1,675,987
Wireless Broadband	789,094	725,140	737,736	729,110	696,042	653,098
Total Customers	2,735,967	2,707,602	2,778,748	2,826,589	2,884,321	2,846,590
TUNISIA						
Postpaid	609,667	615,873	619,793	633,563	640,713	647,924
Prepaid	6,170,492	6,067,863	6,028,963	5,847,395	6,169,460	6,114,369
Wireless Broadband	343,905	354,757	361,846	365,756	384,483	379,458
Fixed Line	83,117	89,379	93,728	101,677	108,577	118,410
Total Customers	7,207,181	7,127,872	7,104,330	6,948,391	7,303,233	7,260,161
ALGERIA						
Postpaid	1,095,570	1,104,967	1,129,565	1,157,093	1,175,652	1,363,069
Prepaid	11,739,278	11,753,507	11,705,142	11,697,810	11,865,365	11,857,550
Wireless Broadband	165,485	175,485	167,752	165,528	156,542	150,829
Total Customers	13,000,333	13,033,959	13,002,459	13,020,431	13,197,559	13,371,448
MALDIVES						
Postpaid	82,248	84,862	87,746	89,222	88,418	81,658
Prepaid	208,967	215,696	225,889	221,481	230,602	260,178
Wireless Broadband	34,211	34,319	34,479	32,335	19,914	3,781
Fixed Line	49,297	52,499	54,292	55,067	51,660	45,946
Total Customers	374,723	387,376	402,406	398,105	390,594	391,563
PALESTINE						
Total Customers	1,398,285	1,409,958	1,410,061	1,415,080	1,434,434	1,438,539
Total Consolidated Customers	55,493,808	55,966,837	56,495,408	56,204,970	56,714,525	57,589,532

*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 (and excluding World Cup impact), total customers in Qatar for Q4 increased by 2%YoY.

Consolidated Customer Status as at 31 December 2023



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	829,725	1,840,444	-	320,570	-	2,990,739	100%	2,990,739
Iraq	-	17,693,516	-	-	-	17,693,516	64.1%	11,334,466
Oman	724,508	2,200,813	-	159,538	-	3,084,859	55%	1,696,672
Myanmar	29,161	8,482,956	-	-	-	8,512,117	100.0%	8,512,117
Kuwait	517,505	1,675,987	653,098	-	-	2,846,590	92.1%	2,621,709
Tunisia	647,924	6,114,369	379,458	118,410	-	7,260,161	84.1%	6,105,795
Algeria	1,363,069	11,857,550	150,829	-	-	13,371,448	74.4%	9,948,357
Maldives	81,658	260,178	3,781	45,946	-	391,563	83.3%	326,329
Palestine	-	-	-	-	-	1,438,539	45.4%	652,785
Total Active Customers						57,589,532		44,188,970

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
QATAR						
Postpaid*	275.2	269.0	260.4	264.6	265.3	256.4
Prepaid*	40.8	41.1	33.3	33.5	32.6	35.5
BLENDEN ARPU*	114.3	109.7	100.4	104.2	104.2	104.0
Fixed Line	44.6	45.2	44.7	42.6	42.9	45.9
IRAQ						
Prepaid	19.3	18.8	19.6	21.8	23.8	24.8
OMAN						
Postpaid	96.9	92.5	95.0	91.5	93.6	92.5
Prepaid	24.3	18.6	21.2	21.4	21.1	20.5
BLENDEN ARPU	41.3	37.9	40.5	39.5	39.4	38.4
Fixed Line	317.3	313.9	309.8	310.4	300.2	311.3
KUWAIT						
Postpaid	181.0	176.1	169.7	171.0	175.4	173.1
Prepaid	34.0	33.7	32.8	35.1	34.2	33.9
Wireless Broadband	34.8	38.4	43.1	41.6	41.3	42.0
BLENDEN ARPU	62.0	61.8	61.3	61.7	61.6	60.8
TUNISIA						
Postpaid	21.2	19.1	16.5	17.0	17.4	17.7
Prepaid	13.6	12.1	11.9	12.8	13.4	12.2
Wireless Broadband	32.5	28.4	28.7	29.6	33.0	29.0
BLENDEN ARPU	15.2	13.5	13.1	14.1	14.8	13.6
ALGERIA						
Postpaid	33.9	34.0	34.2	35.5	34.8	37.6
Prepaid	12.9	12.6	12.8	13.3	14.3	14.3
Wireless Broadband	14.3	15.0	13.3	13.0	12.7	12.9
BLENDEN ARPU	14.7	14.4	14.6	15.3	16.1	16.4
MALDIVES						
Postpaid	109.9	109.4	107.6	106.6	108.6	111.0
Prepaid	64.3	61.1	60.2	61.3	64.0	61.0
Wireless Broadband	9.4	8.5	7.5	6.2	7.4	14.5
Fixed Line	99.5	96.9	95.3	92.9	96.2	107.7
BLENDEN ARPU	69.9	67.9	66.8	67.4	71.3	72.0
PALESTINE						
BLENDEN ARPU	23.0	21.3	21.0	21.2	20.9	18.1
MYANMAR						
Postpaid	8.3	6.8	8.7	6.0	6.6	7.0
Prepaid	10.1	10.2	9.3	8.1	7.7	7.7
BLENDEN ARPU	10.1	10.2	9.3	8.1	7.7	7.7

*Qatar Mobile ARPU was restated from Q1 2022 due to changes in definition (from Q2 2023) for Prepaid customers to include 90-day active customers from 365-day previously and changes in Postpaid ARPU calculations