



# H1 2024 RESULTS

05 August 2024

# OOREDOO GROUP

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  - Our ability to manage domestic and international growth and maintain a high level of customer service
  - Future sales growth
  - Market acceptance of our product and service offerings
  - Our ability to secure adequate financing or equity capital to fund our operations
  - Network expansion
  - Performance of our network and equipment
  - Our ability to enter into strategic alliances or transactions
  - Cooperation of incumbent local exchange carriers in provisioning lines and interconnecting our equipment
  - Regulatory approval processes
  - Changes in technology
  - Price competition
  - Other market conditions and associated risks
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# Presenters

ooredoo

1 Strategy review

2 Results review

3 Operations review



**Aziz  
Aluthman  
Fakhroo**  
Group CEO



**Abdulla  
Ahmed  
Al-Zaman**  
Group CFO



# 01 STRATEGY REVIEW

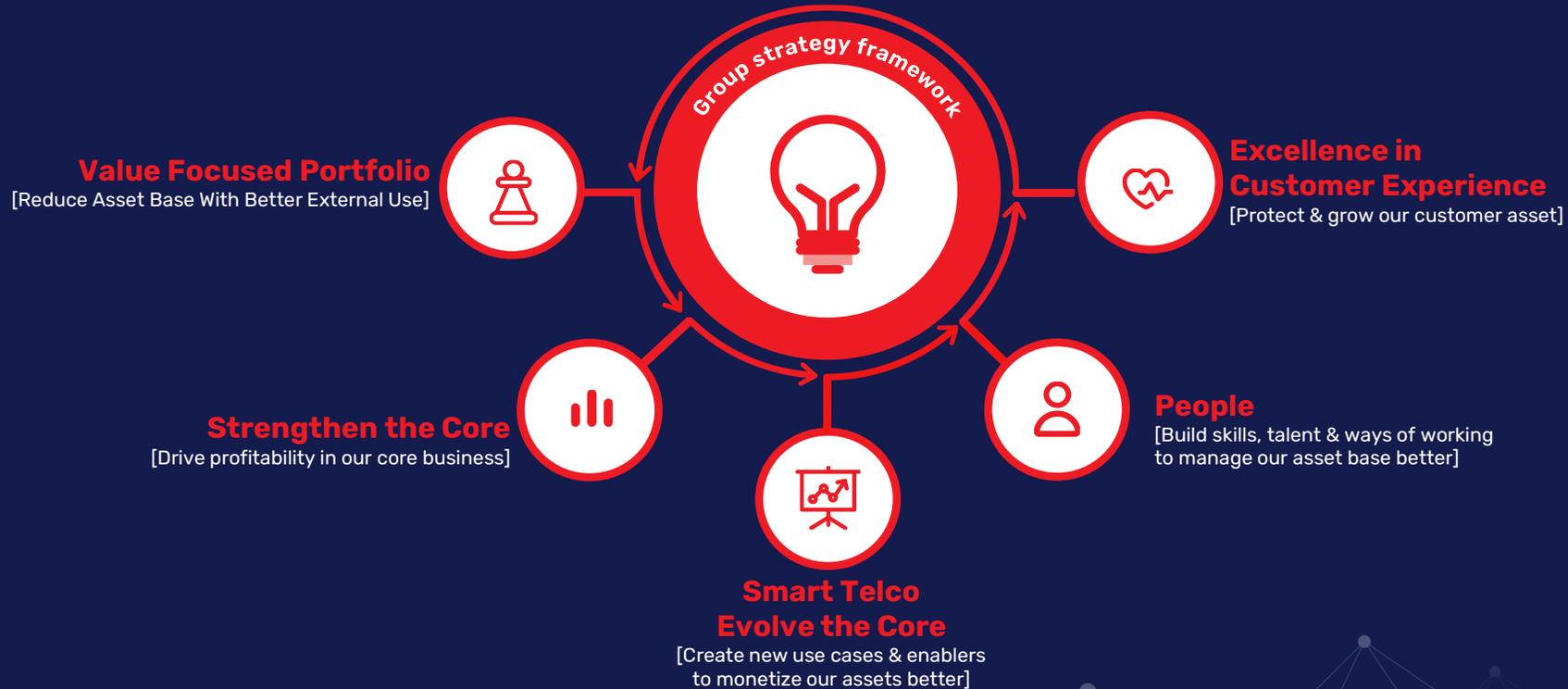
Aziz Fakhroo | Group CEO



**Vision**

Enriching people's digital lives

**Our Strategy**  
(2022-2024)



Positioning Ooredoo as the **Leading digital infrastructure provider** in the region

# Strategy update

Progressing in our transformation into a telecom and infrastructure holding company



## Towers

- Focus on closing transaction in each market
- Progressing on closing Qatar
- Anticipate closing all markets in 18–24 months



**Expected to create significant value, capital efficiencies and empower MENA's digital future**

## Data centres

- Established MENA Digital Hub, carrier neutral DC company
- Carve out:
  - Qatar and Tunisia DC completed
  - Kuwait DC completed in July
  - Other countries to follow in 2024
- Sunita Bottse appointed CEO of MENA Digital Hub



**Aim to expand capacity to >120MW with ~USD 1bn investment over the medium to long term**

## Fintech

- PSP license granted in Oman
- 'walleii by Ooredoo' app launched in Oman
- Pursuing license applications in Iraq, Kuwait & Tunisia in 2024



**Building an integrated marketplace to financially empower people and businesses in the MENA region**

# Ooredoo at the forefront of Artificial Intelligence in the region

Pioneering deal in the MENA region



## Strategic collaboration

- Aligned with our strategy of becoming the **leading digital infrastructure provider in the region**
- Pioneering deal signed to **deploy NVIDIA's advanced AI technology across our data centres**
- Ooredoo is becoming an **NVIDIA Cloud Partner** to bring the latest AI technology to the MENA region
- **Group collaboration in key MENA markets:** Qatar, Algeria, Tunisia, Oman, Kuwait, and the Maldives

## Leading access to Economically Transformative Technology

- **Developing an AI ready platform** powered by NVIDIA's full stack
- Opens up **new market opportunity for Ooredoo** in Sovereign Cloud and GPU as a service
- Valuable resource to **support governments** and **empower enterprises & start ups**
- Driving **economic growth, job creation and technological innovation**

## MENA is rapidly becoming a hub for AI development

**\$9.90**

Economic growth realised for every \$1 invested in GenAI

**\$23.5 billion** per year

Overall economic impact of GenAI could reach per year by 2030 in the GCC area

**\$320 billion** (equiv. 11% of GDP)

Potential impact of AI for the Middle East by 2030

**20% - 34%**

Expected annual growth in the contribution of AI per year across the region



# 02 RESULTS REVIEW

Aziz Fakhroo | Group CEO

# Group results H1 2024 | Snapshot

Solid financial performance | Tangible progress on strategic priorities



## Robust topline growth Driving profitability & cash generation



### Revenue

**QAR 11.8 billion**

+3% YoY



### Net Profit

**QAR 1.9 billion**

+4% (normalized +14%\*\*\*) YoY



### EBITDA

**QAR 5.1 billion**

+6% (normalized +8%\*) YoY



### Free cashflow

**QAR 4.1 billion**

+4% (normalized +6%\*) YoY



### EBITDA margin

**43%**

+1pp (normalized +2pp\*) YoY

## Key updates



### Myanmar

Completed disposal of Ooredoo Myanmar operation on 31 May 2024



### NVIDIA

First NVIDIA Cloud Partner in the MENA region



### Sustainability

Milestone: Released our inaugural standalone ESG report aligned with GRI, SASB and ISSB guidelines

The disposal of Ooredoo Myanmar operation was completed on 31 May 2024 and Ooredoo Group financial results for H1 2024 include results for Ooredoo Myanmar until 31 May 2024

\* EBITDA normalized for the IOH one-off tower sales gain of QAR 56mn in H1 2023

\*\* NP H1 2024: Normalized for foreign exchange impact (QAR 104mn), Myanmar gain on disposal (QAR 118mn) and impairment (QAR 3mn)

NP for H1 2023: Normalized for foreign exchange impact (QAR 158mn), impairment (QAR 175mn), IOH tower sales (56mn) and NMTC legal case gain (QAR 446mn)



# Group H1 2024 YoY highlights

Solid commercial and financial performance reflecting successful cost management and sustained customer satisfaction



\*Normalized

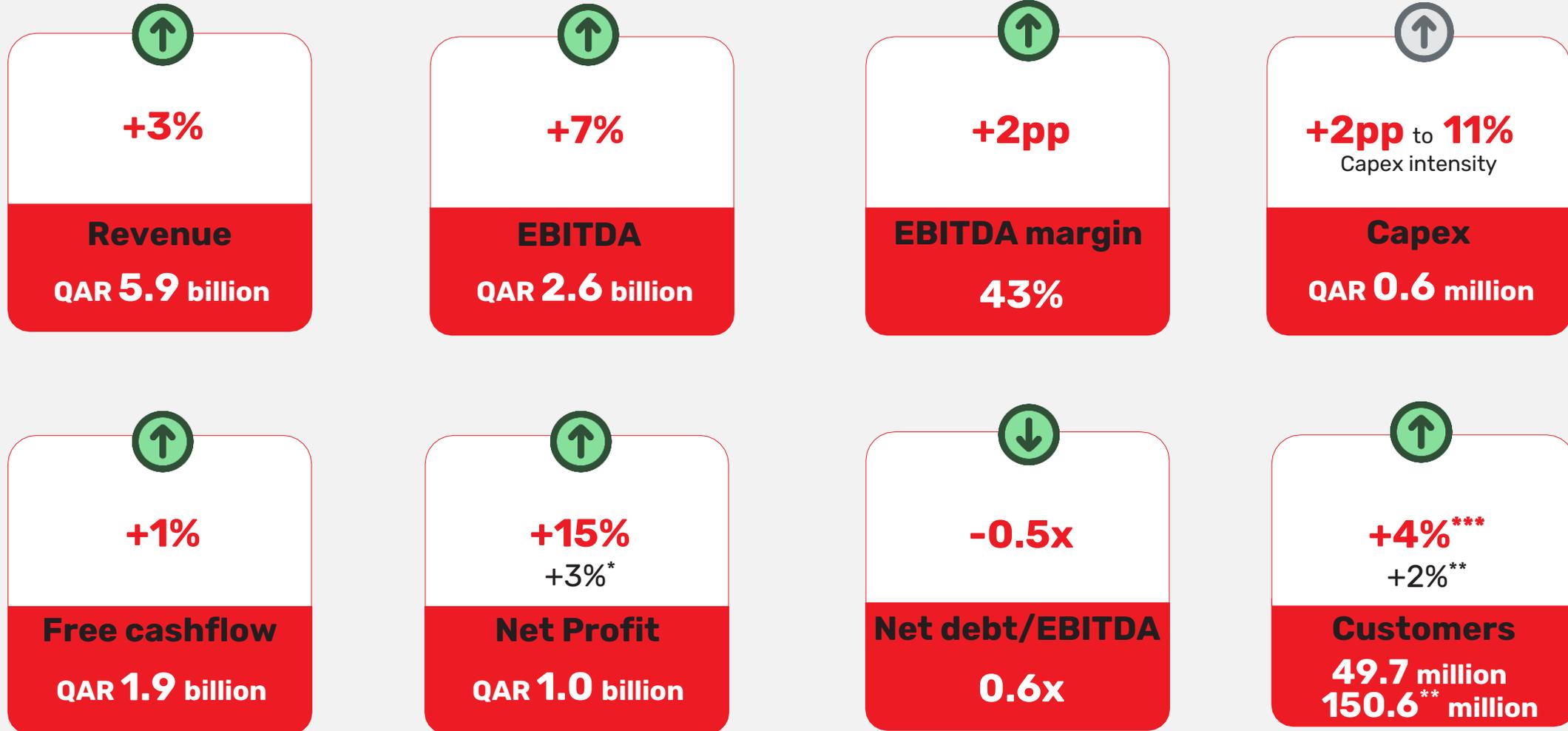
\*\*Consolidated customer numbers plus IOH

\*\*\*Customer numbers and % growth exclude Myanmar for 2023



# Group Q2 2024 YoY highlights

Growth momentum carried forward into Q2



\*Normalized

\*\*Consolidated customer numbers plus IOH

\*\*\*Customer numbers and % growth exclude Myanmar for 2023

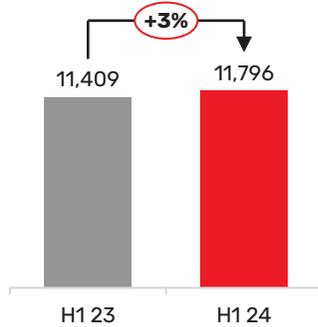


# Revenue

Growth supported by strong operational performance across most operating companies

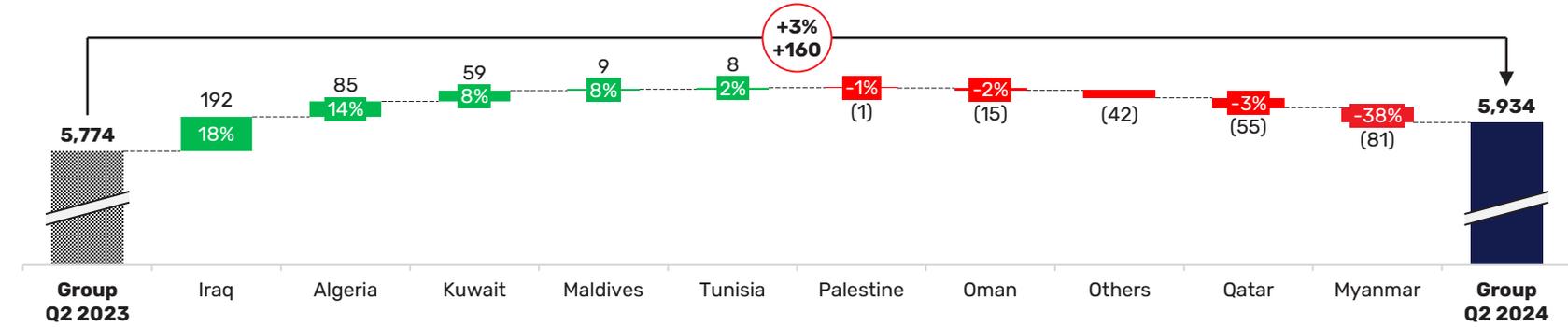
## Group revenue

QAR mn



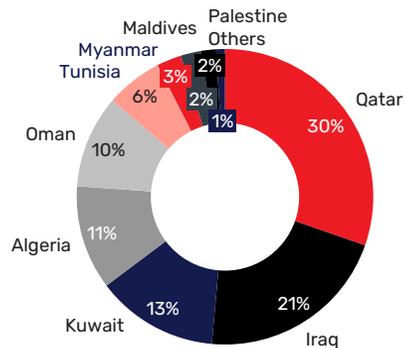
## Quarterly YoY change

QAR mn and % Quarterly



## Revenue breakdown

H1 2024



## Summary

- Group revenue for H1 2024 **increased by 3%** YoY
- Group revenue **up by 3%** in Q2 YoY supported by robust revenue growth in Iraq, Algeria, Kuwait, Maldives and Tunisia
- Palestine remains impacted by the war
- Qatar revenue for Q2 impacted by lower Mobile Services and Fixed services and device revenue
- Oman revenue for Q2 affected by intense competition

Myanmar's 2024 revenue includes up to May 2024 while 2023 revenue includes up to June 2023

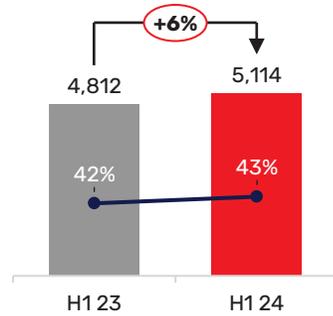
# EBITDA



Solid topline growth and cost discipline underpins EBITDA growth and margin expansion

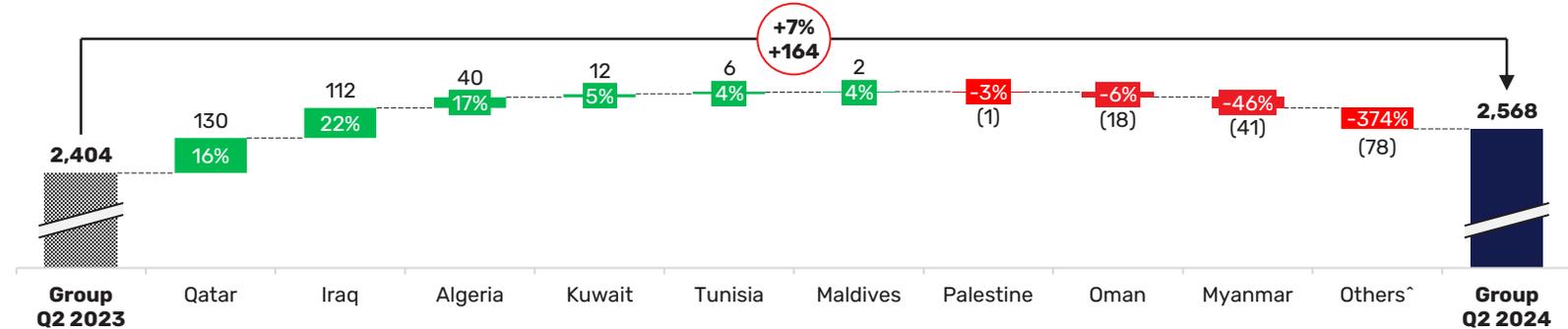
## Group EBITDA and margin

QAR mn



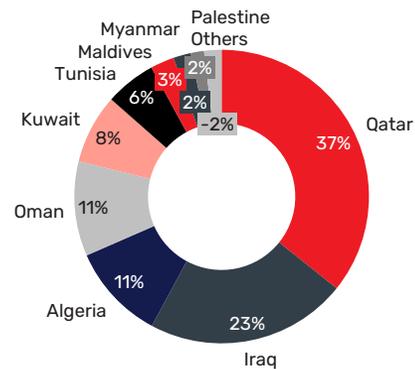
## Quarterly YoY change

QAR mn and % - Quarterly



## EBITDA breakdown

H1 2024



## Summary

- Group **EBITDA of QAR 5.1 billion, up by 6% (normalized up by 8%)** for H1 2024
- EBITDA **up by 7% in Q2 YoY**
- Improved EBITDA margin by 1pp to **43%** in H1 2024
- Topline growth and managed costs **boosted** profitability
- Oman's EBITDA for Q2 was mainly impacted by lower revenue and gross margin

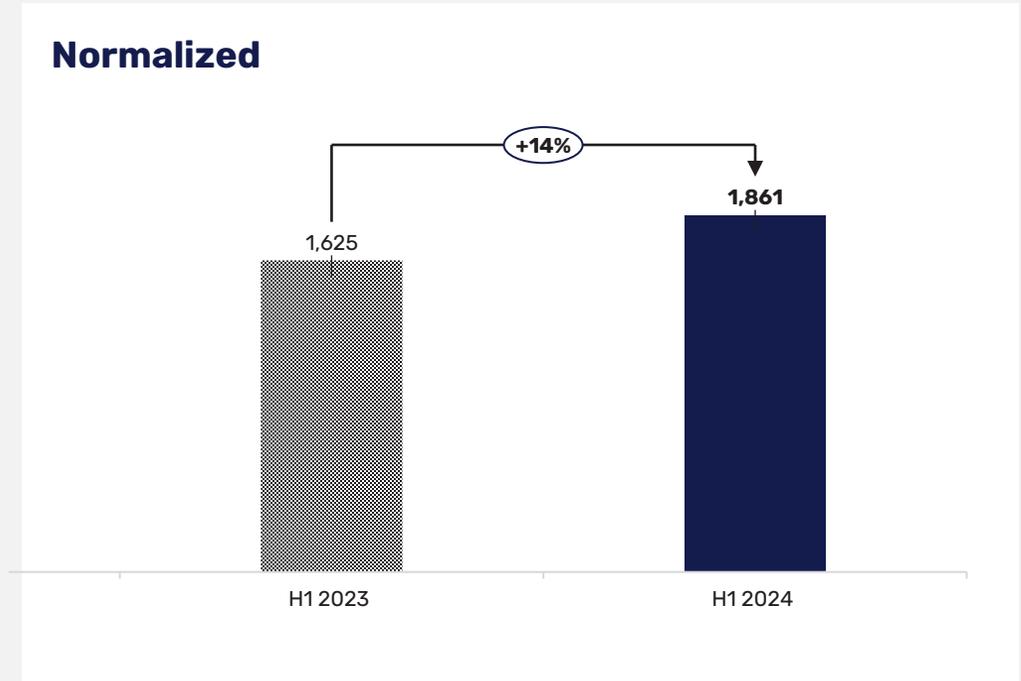
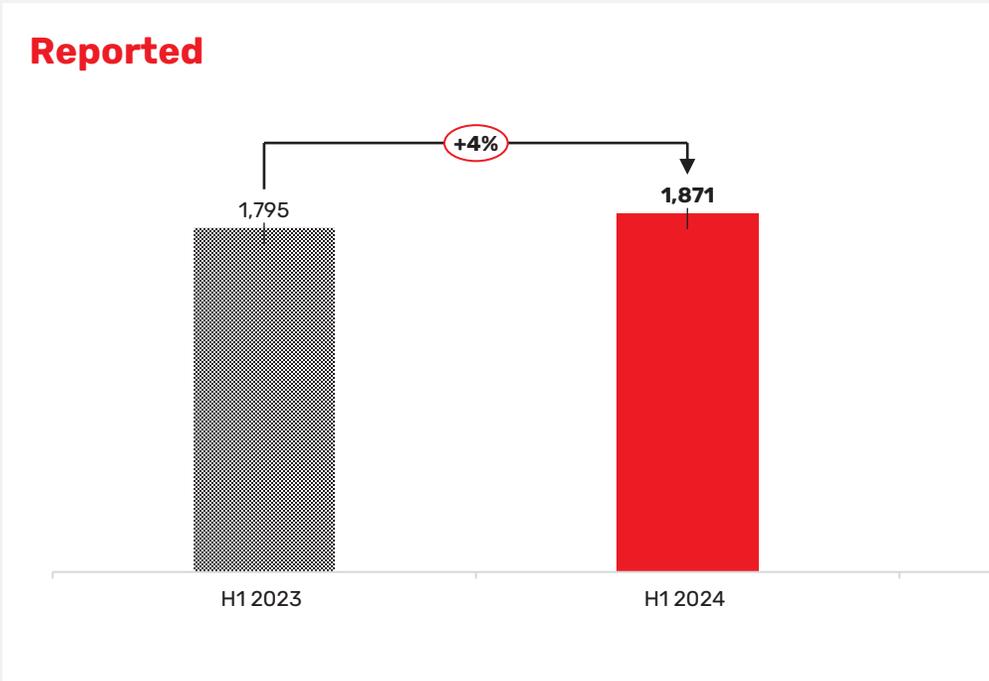
Myanmar's 2024 EBITDA includes up to May 2024 while 2023 EBITDA includes up to June 2023

# Net Profit | H1 2024 Reported and Normalized



Enhanced profitability benefitting from strong operational growth

## H1 2024 Net profit attributable to Ooredoo shareholders (QAR mn)



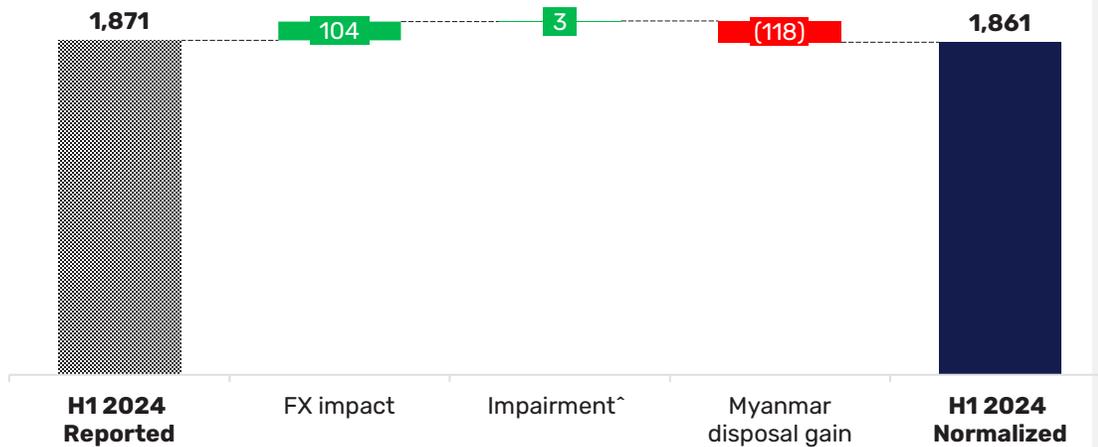
- Normalized Net Profit (excludes FX impact, impairments & major one-offs) increased **by 14%** to **QAR 1.9 billion**
- H1 2023 includes major one-offs: NMTC legal case gain, IOH gain on tower sale and impairment
- H1 2024 includes major one-off: Myanmar disposal gain

# Net Profit | H1 2024 Reported to Normalized reconciliation



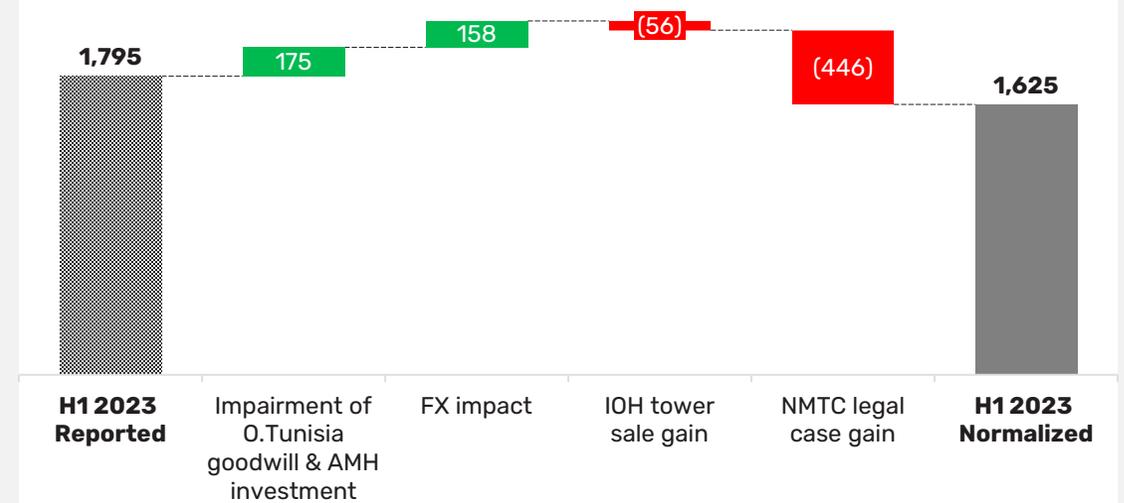
## H1 2024

### Net Profit reported to normalized (QAR mn)



## H1 2023

### Net Profit reported to normalized (QAR mn)



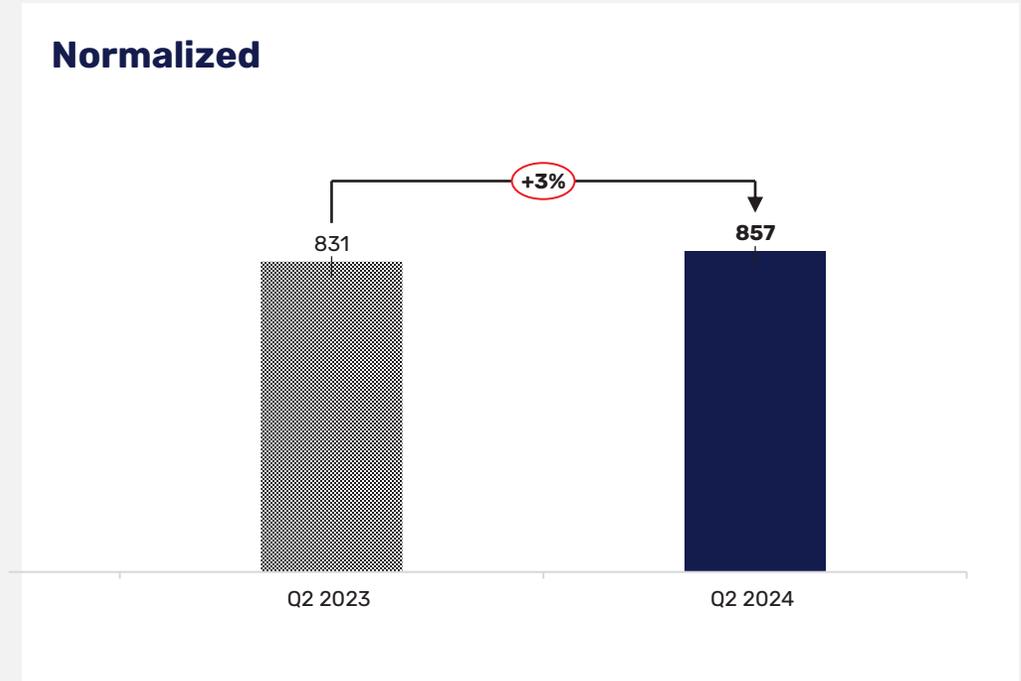
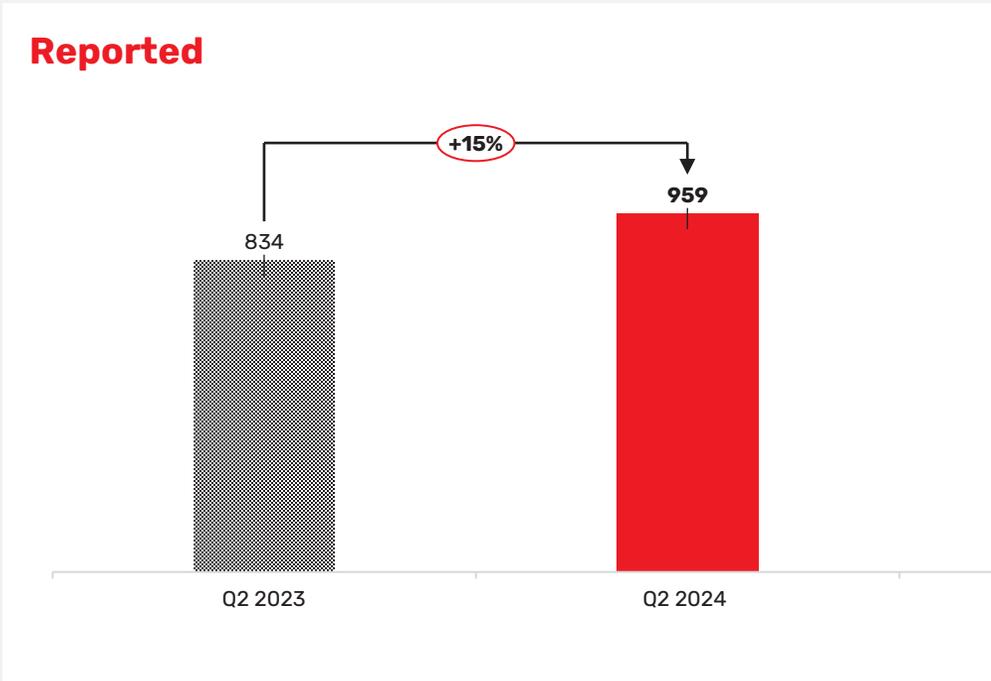
<sup>^</sup>Impairments H1 24: Ooredoo Palestine fixed assets (QAR 3 million)

# Net Profit | Q2 2024 Reported and Normalized



Q2 YoY growth in Net Profit

Q2 2024 Net profit attributable to Ooredoo shareholders (QAR mn)



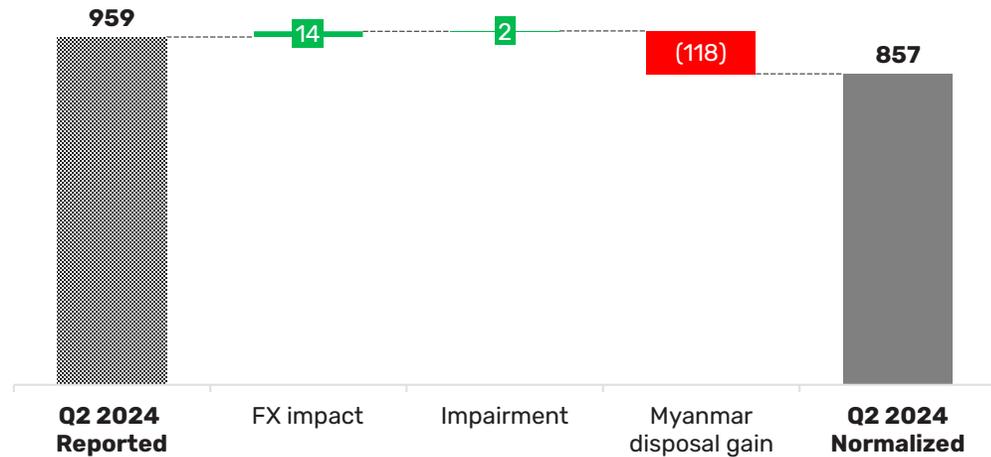
- Normalized Net Profit (excludes FX impact, impairments & major one-offs) increased **by 3%** to **QAR 0.9 billion**

# Net Profit | Q2 2024 Reported to Normalized reconciliation



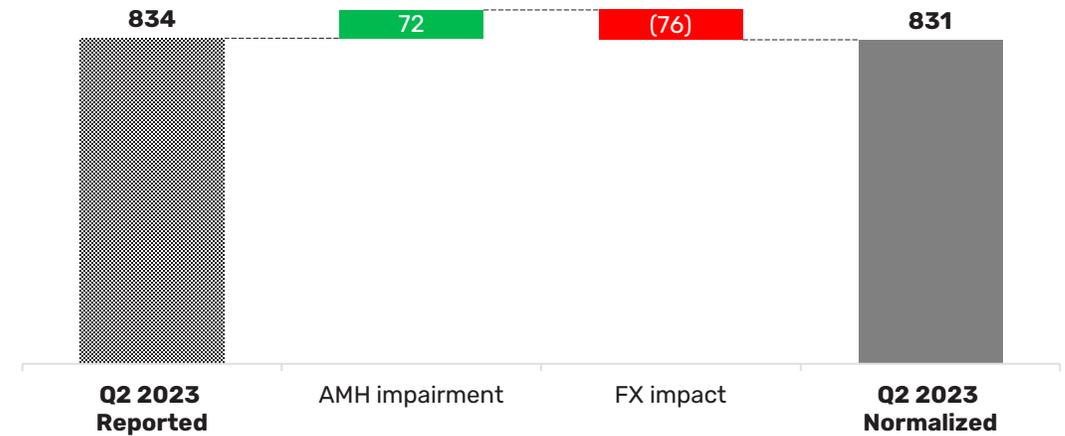
## Q2 2024

### Net Profit reported to normalized (QAR mn)



## Q2 2023

### Net Profit reported to normalized (QAR mn)

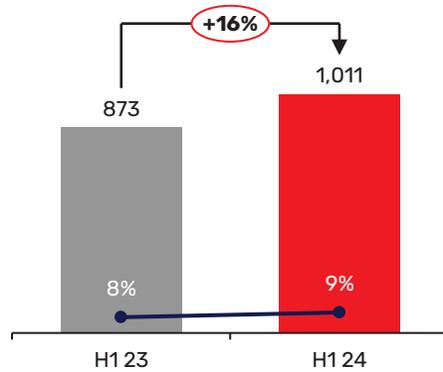


# Capex

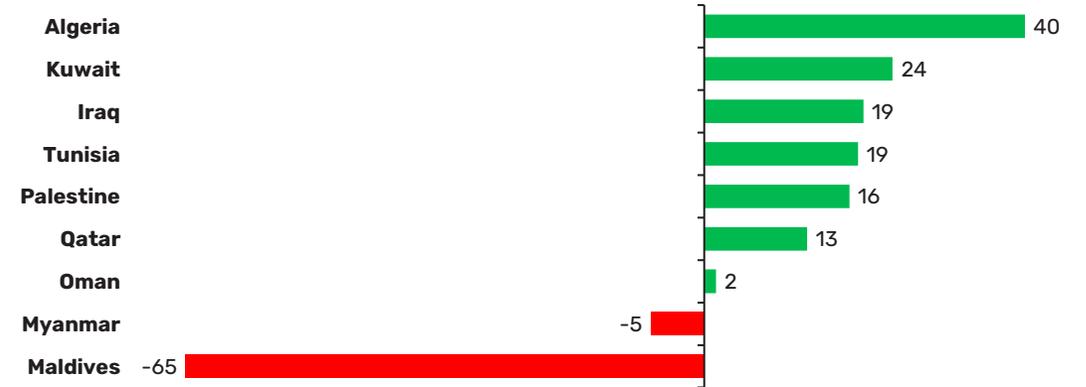
Disciplined and strategic investment to maintain 'best in class' network | FY24 Capex guidance of ~QAR 3.5 billion



## Group Capex H1 2024 (QAR mn) | Capex / Revenue %

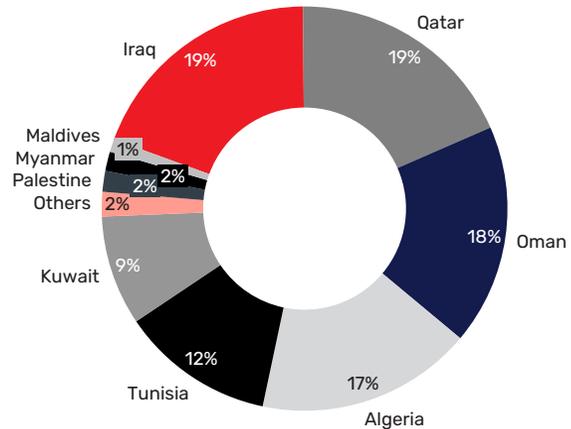


## H1 2024 (Change %)



## Capex breakdown

H1 2024



## Summary

- **Tunisia:** Driven by investments in Fibre, Submarine Cable & TDD projects
- **Maldives:** Lower in H1 2024, since 2023 included strategic projects i.e. Disaster Recovery site and Subsea Cable
- **Iraq:** Driven by network roll-out expansion
- **Algeria:** Driven by more network rollout investments
- **Kuwait:** Higher mainly due to digital spend
- **Palestine:** Higher mainly impacted by building and fiber projects
- **Qatar:** Higher due to network investments and security management

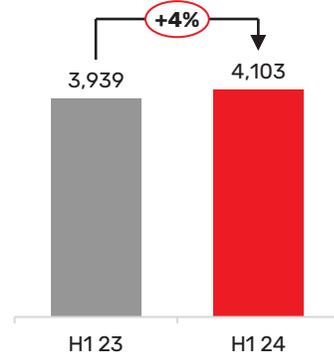


# Free cash flow (FCF: EBITDA – Capex )

Strong cash generation on the back of solid EBITDA performance

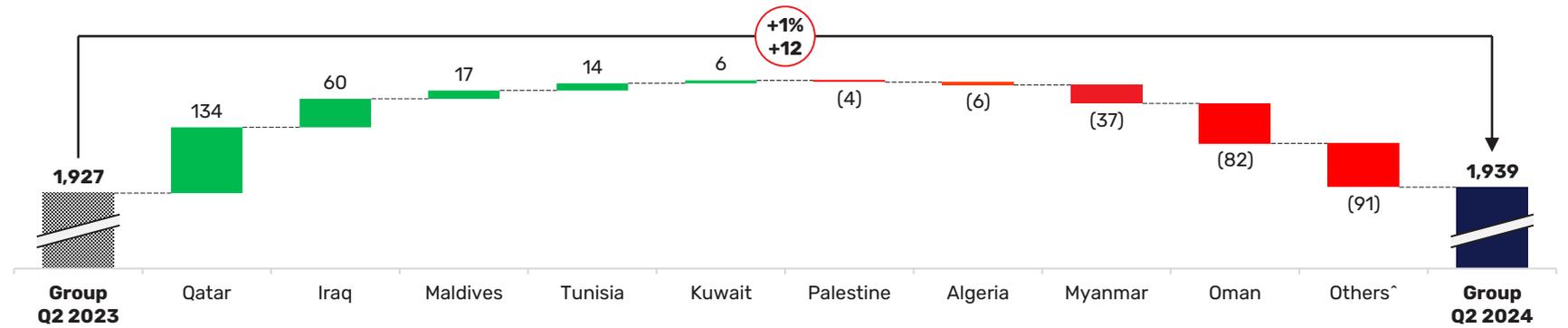
## Group FCF

QAR mn



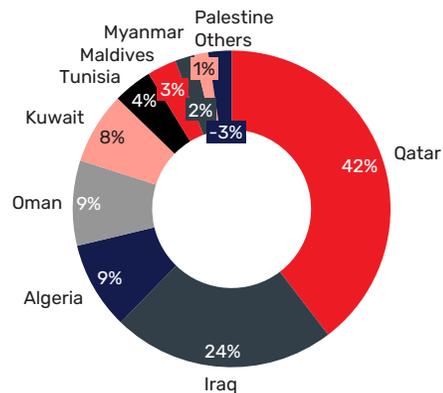
## Quarterly YoY change

QAR mn and % Quarterly



## FCF breakdown

H1 2024



## Summary

- Group free cash flow **expanded by 4% (normalized FCF up by 6%) to QAR 4.1 billion** for H1 2024
- FCF demonstrated healthy growth thanks to the strong EBITDA performance

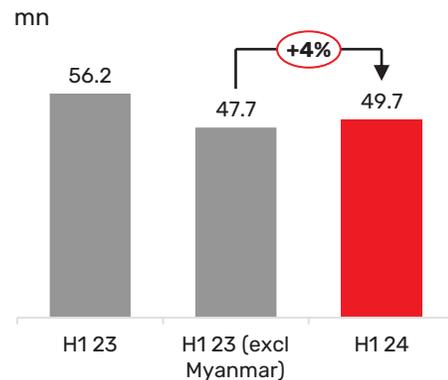
Myanmar's 2024 FCF includes up to May 2024 while 2023 FCF includes up to June 2023

# Customers



Maintained exceptional customer experience and grew our base

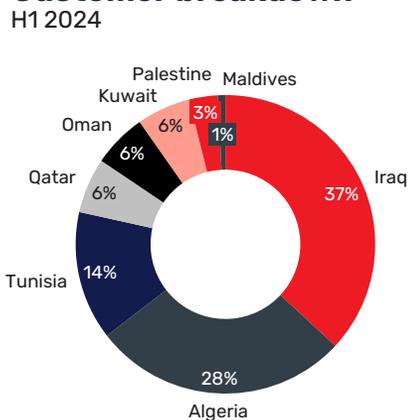
## Consolidated customers



## YoY change



## Customer breakdown



## Summary

- Customer base (excl Myanmar) increased by 1.9 million (+4%) to **49.7 million** (excluding IOH)
  - Including IOH (excl Myanmar), customers grew by 2% YoY to **150.6 million**
- Oman customer numbers impacted by clean up of customer base
- **IOH** customers grew by **1% to 100.9 million**. IOH numbers are not consolidated



# Debt Profile

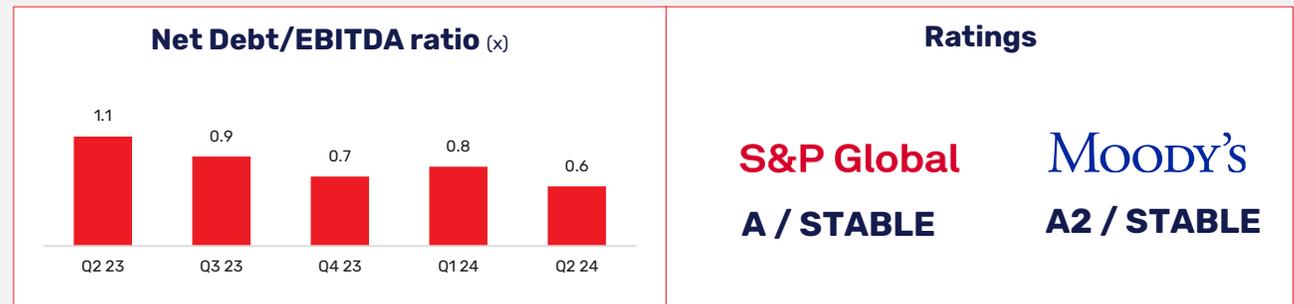
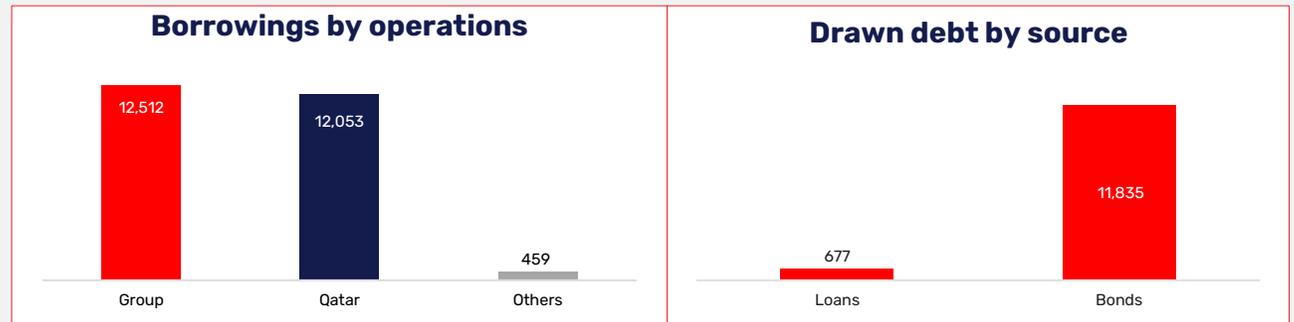
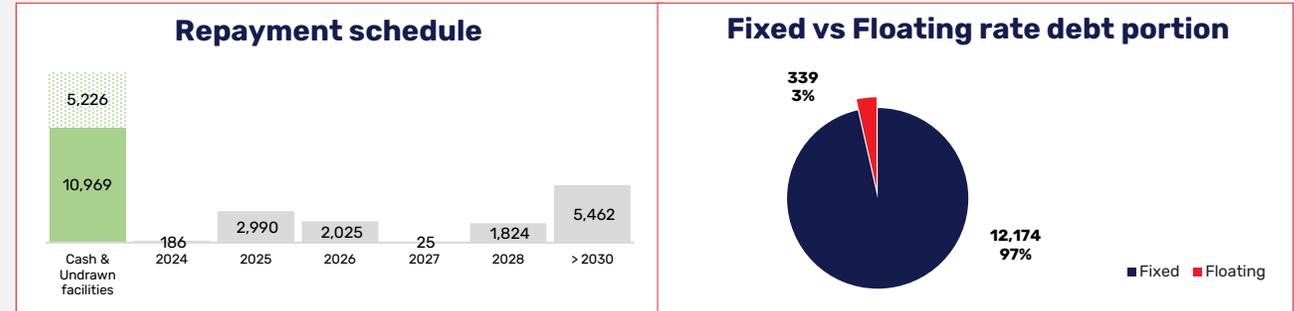
Strong liquidity | Investment grade rating

## Summary

- **Net Debt/EBITDA ratio of 0.6x**, below current Board guidance of 1.5x to 2.5x
- **Strong liquidity position** (combination of cash & undrawn RCFs )
- **QAR 5,226 million undrawn RCFs available predominantly at Group level and in USD** (~USD 1,435 million equivalent, of which USD 950 million for Qatar and USD 485 million for OPCOs)
- **Balanced and long maturity profile**
- **Very minimal interest rate risk** with 97% fixed-rate debt share
- **S&P and Moody's maintains investment grade rating**

\*Approx. 97% of borrowings are in US dollars

QAR'mn



# Progress against FY 2024 guidance

Solid performance in H1 2024 positioning us on track to meet guidance targets



	H1 2024		Guidance
 <b>Revenue</b>	<b>QAR 11.8 billion</b>	<b>+3% YoY</b>	<b>Flat</b>
 <b>EBITDA margin</b>	<b>43%</b>	<b>+1pp</b>	<b>~ low 40's</b>
 <b>Capex</b>	<b>QAR 1.0 billion</b>	<b>+16% YoY</b>	<b>~ QAR 3.5 billion</b>



# **03 OPERATIONS REVIEW**

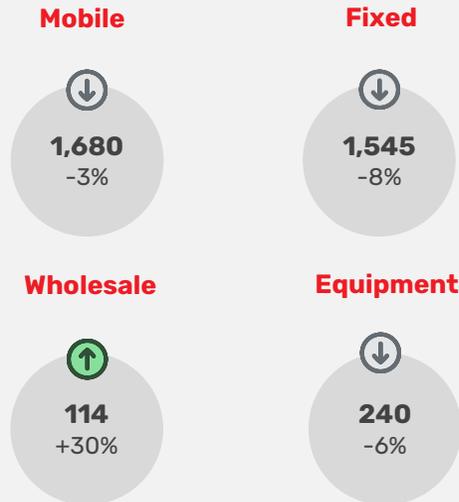
**Abdulla Al Zaman | Group CFO**

Growth in customer base | Improved EBITDA margin

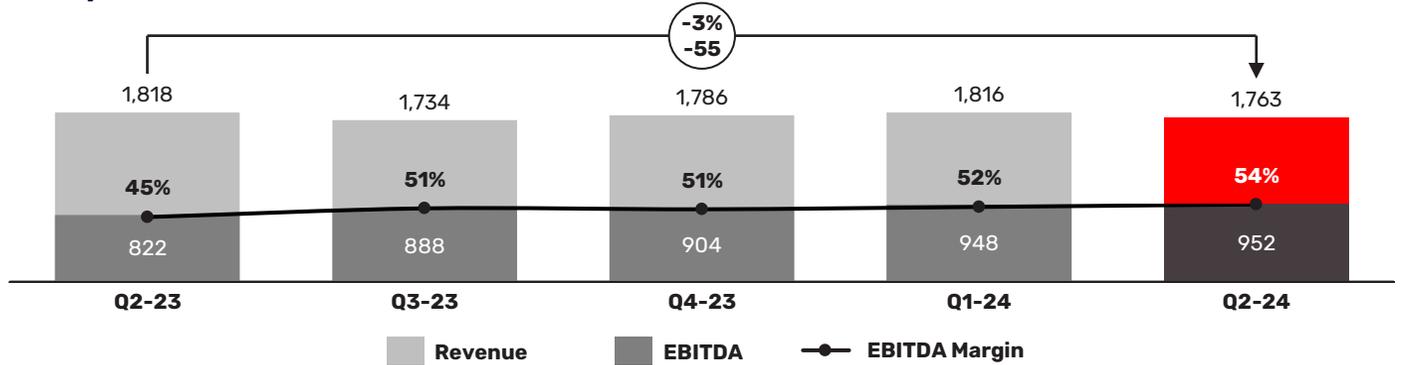
### H1 2024 (QAR mn, % YoY)



### Revenue segments (QAR mn, % YoY)



### Quarterly Trend (QAR mn)



### H1 2024

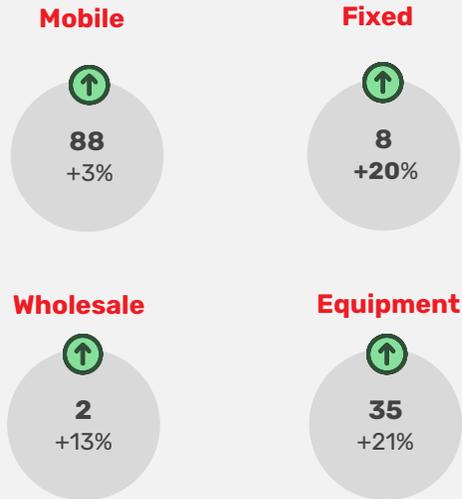
- **Revenue decreased by 5% YoY** impacted by:
  - H1 2023 included:
    - FIFA 2022 contracts for B2B services
    - Revenue from Data centre carve out and one-off Project Revenue
- Normalizing for the above, **revenue was 1% below** prior year due to lower mobile services, fixed services and device revenue (highly competitive environment)
- **EBITDA grew by 5% YoY**, H1 2023 included a one-off bad debt provision. On a normalized basis, EBITDA increased by 1% from H1 2023
- **EBITDA margin** healthy at **53%**, up by 5pp and increased from Q1 2024 by 2pp due to improved operational efficiencies
- Customer base increased by **1% to 3.0 million**

Healthy underlying performance

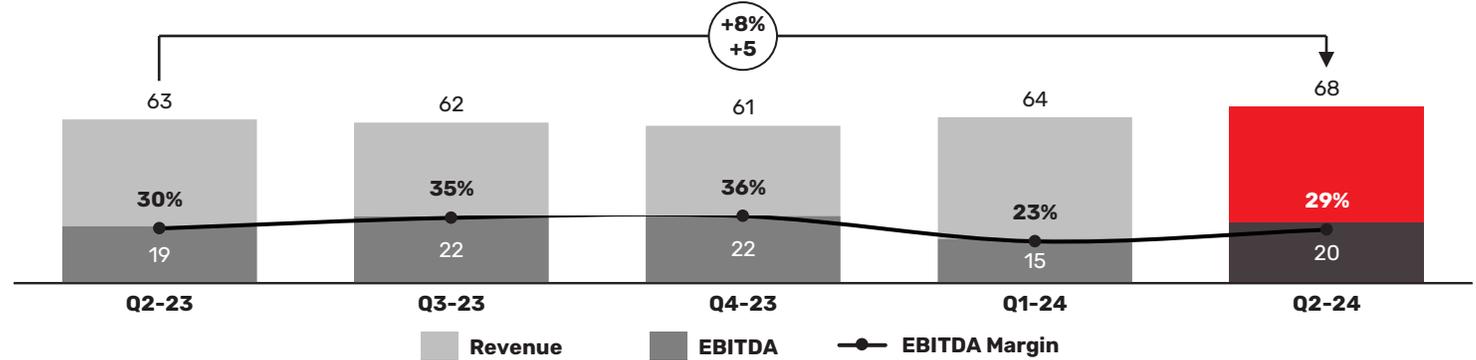
**H1 2024**  
(QAR mn, % YoY)



**Revenue segments**  
(KWD mn, % YoY)



**Quarterly Trend** (KWD mn)



**H1 2024**

- **Revenue growth** of **8%** YoY in LC driven by higher service revenue (mainly data & digital revenue) and equipment revenue
- **EBITDA decreased** by **10%** YoY in LC, impacted by a one-off bad debt provision raised in Q1 2024. Normalizing for the one-off provision, EBITDA **increased by 3%** YoY
- **EBITDA margin** of **26%**, down by 5pp, diluted mainly by the one-off provision
- **Customer base** up by **2%** YoY, closing at **2.9 million**



# Oman

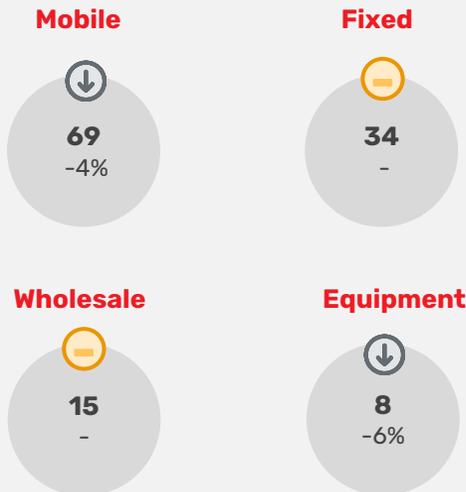


Solid EBITDA margin | Performance impacted by intense competitive environment

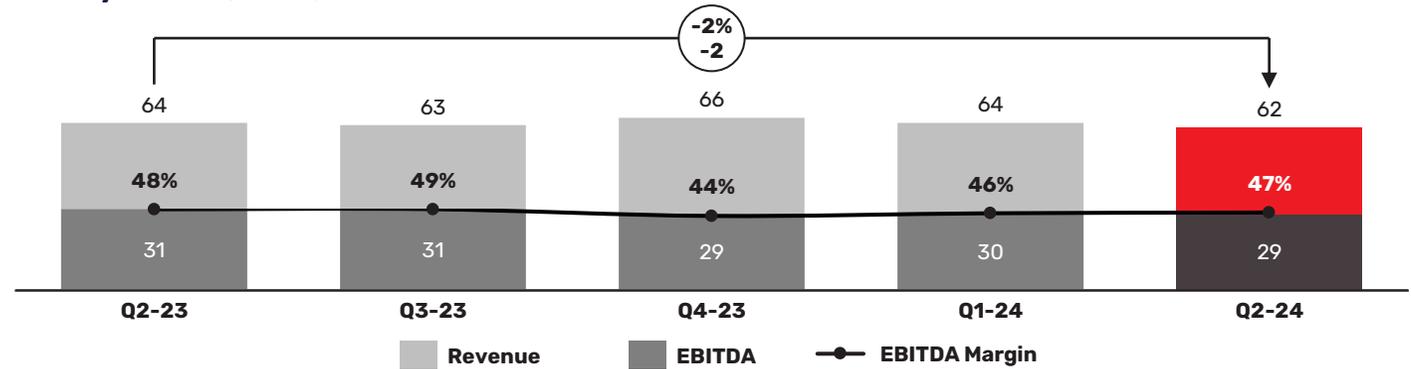
## H1 2024 (QAR mn, % YoY)



## Revenue segments (OMR mn, % YoY)



## Quarterly Trend (OMR mn)



## H1 2024

- Performance continued to be affected by intense competitive pressure on the mobile segment
- **Revenue** was lower YoY by **3%**, due to lower mobile revenue and device revenue
- Pressured topline and gross margin led to an **EBITDA decrease** of **6%** YoY
- Resilient **EBITDA margin** of **46%**
- Customer base decreased by **6%** YoY to **2.9 million**

Healthy revenue and EBITDA growth

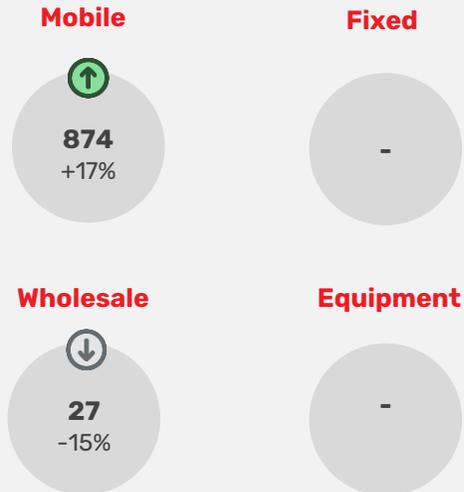
## H1 2024

(QAR mn, % YoY)

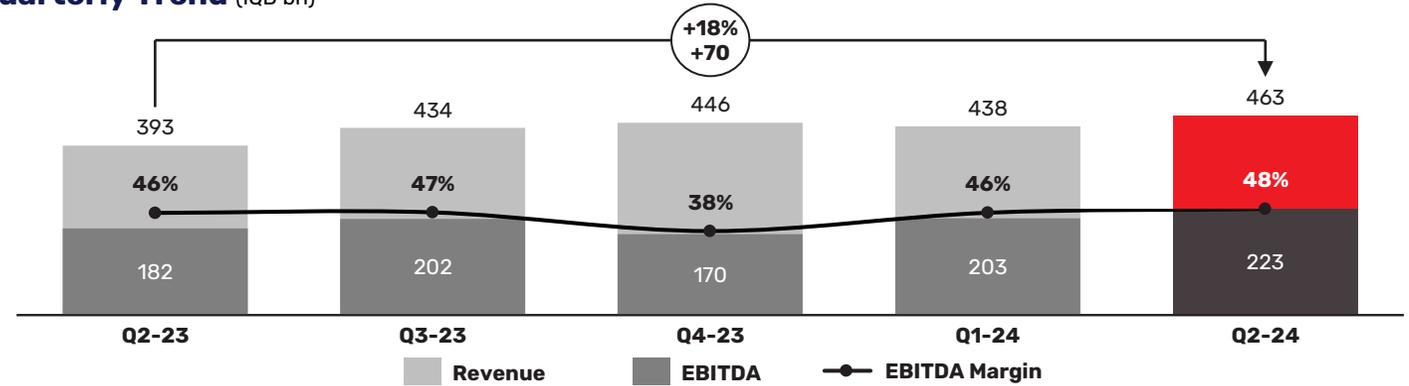


## Revenue segments

(IQD bn, % YoY)



## Quarterly Trend (IQD bn)



## H1 2024

- Solid performance benefitting from **customer additions, increased adoption of data services and favourable market dynamics**
- **Revenue grew 16% YoY** in LC, supported by voice and data
- **EBITDA expanded by 20% YoY** in LC
- **EBITDA margin expanded by 2pp YoY** to a solid **47%**
- Customer base expanded by **7% to 18.3 million**

Strong performance with double-digit revenue and EBITDA growth



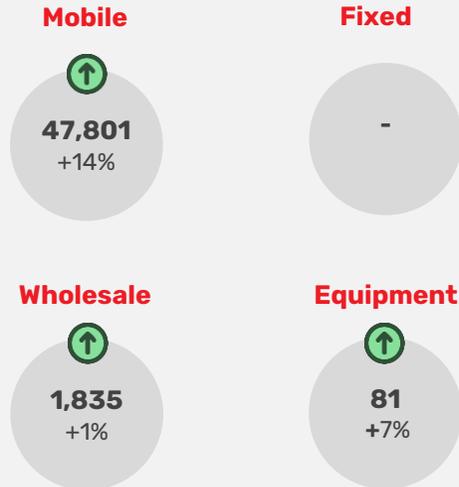
## H1 2024

(QAR mn, % YoY)

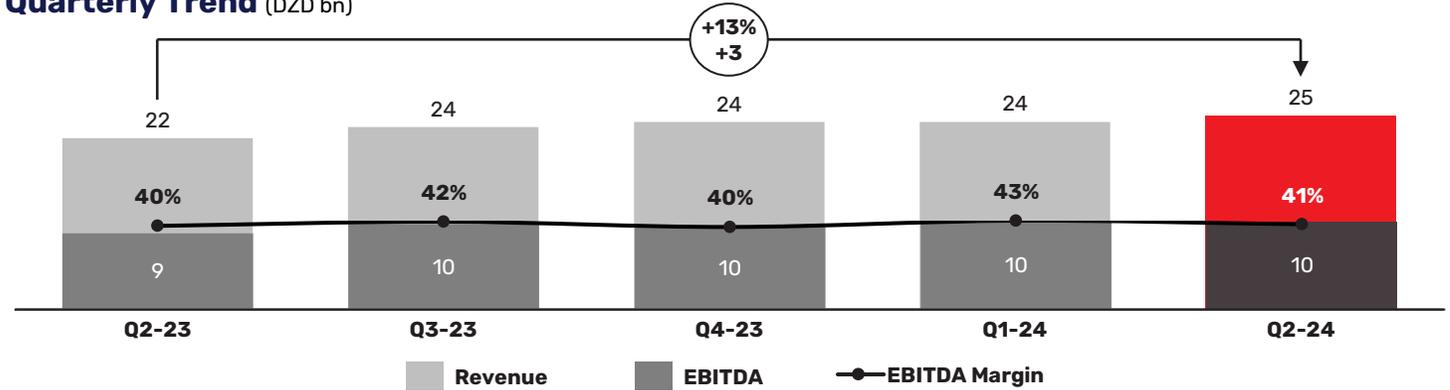


## Revenue segments

(DZD mn, % YoY)



## Quarterly Trend (DZD bn)



## H1 2024

- **Revenue increased** by **14%** YoY in LC, driven mainly by higher data and digital revenue, supported by high-quality network
- **EBITDA up** by **20%** YoY in LC boosted by strong revenue growth
- **EBITDA margin** expansion of **2pp** to **42%**
- Algerian Dinar appreciated by 1% against the US dollar, reported revenue & EBITDA **up** by **15%** and **21%** respectively
- Expanded customer base by **5%** YoY to **13.7 million**

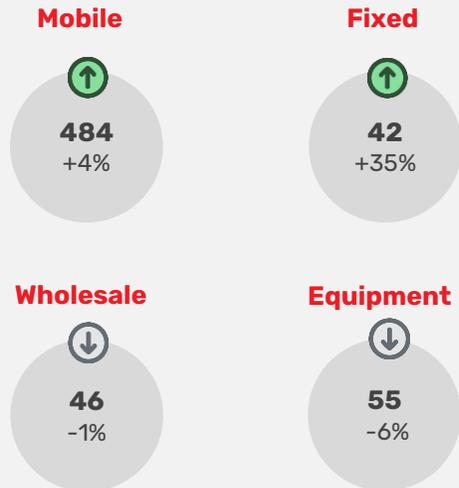


Good performance backed by strategic investment in the fixed business

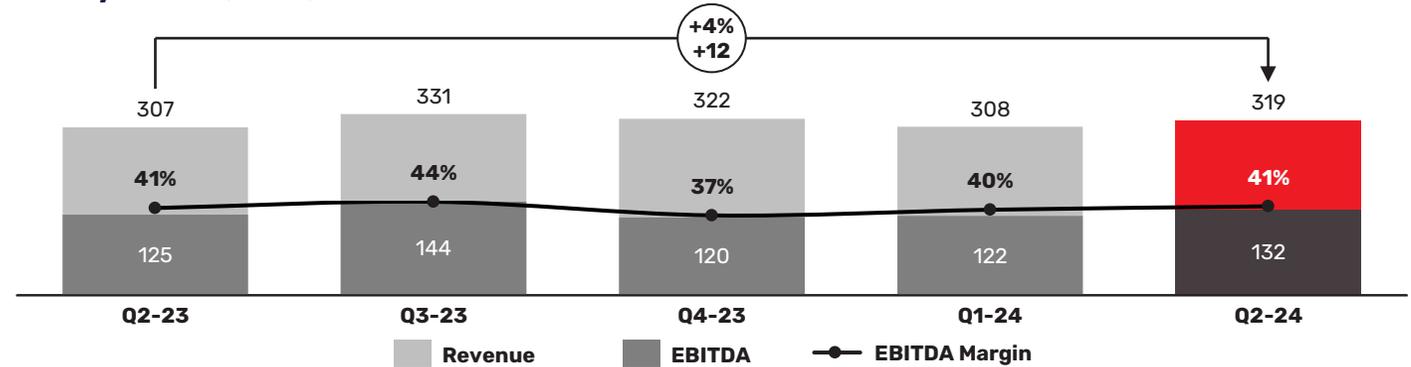
## H1 2024 (QAR mn, % YoY)



## Revenue segments (TND mn, % YoY)



## Quarterly Trend (TND mn)



## H1 2024

- Revenue up by **4%** YoY in LC backed by strategic investment in the fixed business
- Good topline growth led to improvement in EBITDA of **22%** YoY in LC
- Healthy **EBITDA margin of 41%, up 6pp** YoY
- H1 2023 EBITDA and margin were impacted by one-off bad debt provision. Normalizing for this, **EBITDA** growth would be 5% YoY
- Customer base remained flat at **6.9 million**

Solid performance with revenue growth across all segments

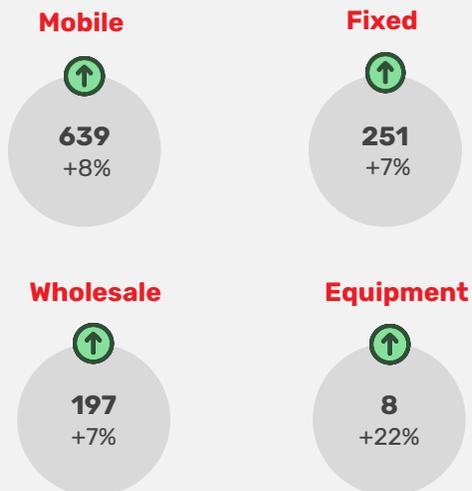
## H1 2024

(QAR mn, % YoY)

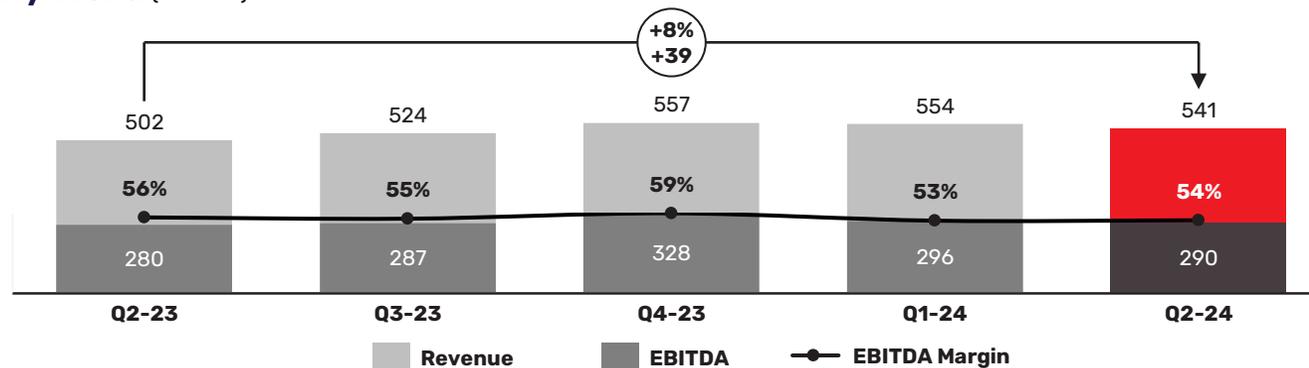


## Revenue segments

(MVR mn, % YoY)



## Quarterly Trend (MVR mn)



## H1 2024

- Solid performance across all revenue segments, led to a **revenue increase of 8% YoY**
- **EBITDA increased by 4% YoY**, supported by good topline growth slightly offset by higher operational costs
- Solid **EBITDA margin of 54%**
- **Customers up by 1% YoY to 402k**



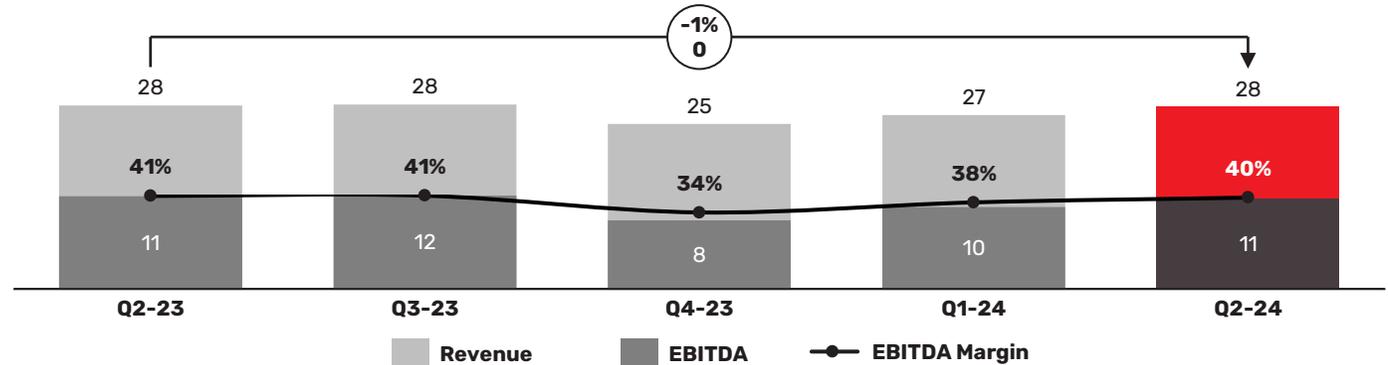
Provided ongoing support to customers ensuring they remain connected

## H1 2024

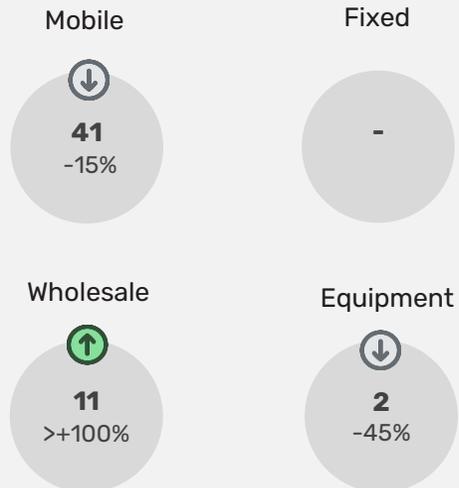
(QAR mn, % YoY)



## Quarterly Trend (USD mn)



## Revenue segments (USD mn, % YoY)

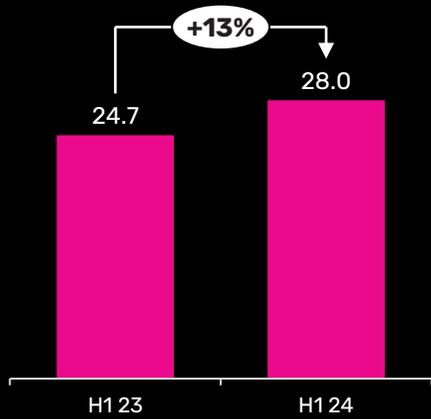


## H1 2024

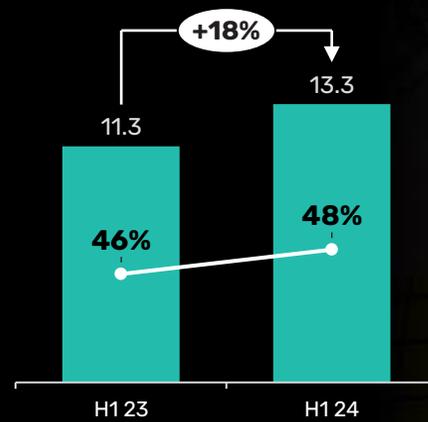
- Persistently **challenging operating environment** impacting the results
- Local currency depreciation of 3% against US dollar (reporting currency)
- **Revenue and EBITDA decreased YoY by 2% and 6% respectively**, on a reported basis due to current situation and FX impact
- **EBITDA margin of 39%**
- **Customer base grew by 9% YoY to 1.5 million**

# IOH | Delivering on all fronts

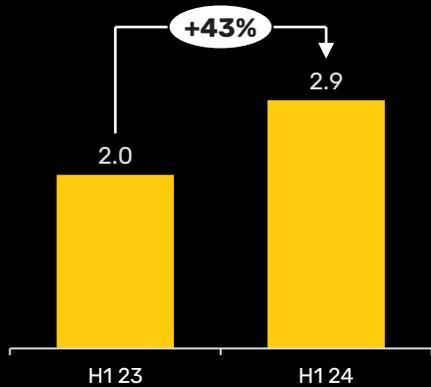
## Revenue (IDR tn)



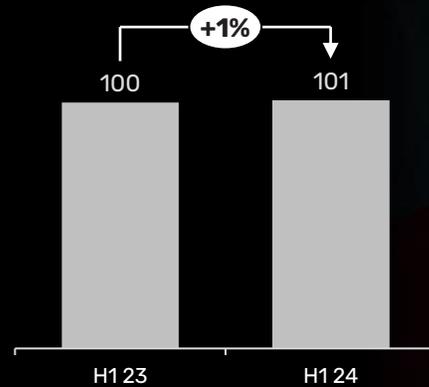
## EBITDA (IDR tn) & margin



## Net Profit (IDR tn)



## Customers (mn)



Share in Net profit of IOH of 32.8% is reported by Ooredoo Group above EBITDA

BUKA MATA MENGINSPIRASI DUNIA



# IR updates



## Upcoming conferences (tbc)

### EFG-Hermes

London, 11-12 September

### Bank of America and QSE

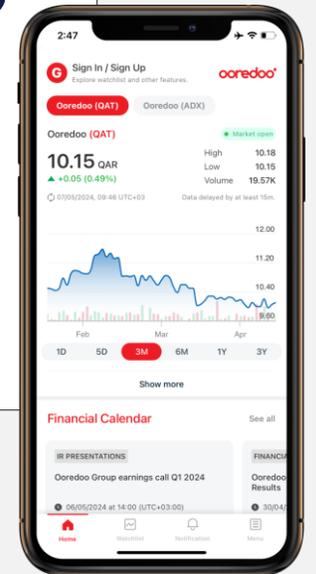
New York, 12-13 November



## Investor Relations App



**Download** our IR app and keep up-to-date with the latest developments at Ooredoo



## Capital markets day

November 2024

**Date TBC**



# 04 APPENDIX

# KPIs Technology: Q2 2024



Country	Total Sites	4G FDD Sites as % of total towers	4G Population Coverage %	5G Population coverage %	Total Data Volume GB	4G Contribution in total traffic %	Data Volume Grow %
Algeria	7,588	94.28%	86.70%	n/a	782,269,239	89.90%	37.18%
Iraq	7,746	99.46%	98.46%	n/a	515,778,777	90.83%	60.09%
Kuwait	2,889	99.86%	97.23%	89.00%	906,412,194	52.14%	27.37%
Maldives	774	99.74%	100%	37.00%	40,613,244	86.21%	35.16%
Oman	2,901	95.73%	98.25%	87.60%	448,462,739	36.49%	30.57%
Qatar	3,995	96.30%	99.90%	98.94%	210,748,491	62.69%	10.43%
Tunisia	2,845	98.77%	98.41%	n/a	417,001,432	92.92%	26.41%
Palestine <sup>^</sup>	1,028	71.40%	93.40%	n/a	23,790,319	99.34%	-1.26%
<b>Total</b>	<b>29,776</b>	<b>96.36%</b>			<b>3,345,076,436</b>	<b>70.63%</b>	<b>32.61%</b>

Values as reported by OpCos in June 2024 report.

<sup>^</sup>Palestine has only 3G coverage, all figures from Palestine column are referring to 3G, not 4G

# KPIs Commercial: H1 2024



Country	Churn Mobile	Churn Fixed	NPS	Data users ('000)	MyOoredoo App users ('000)	Digital recharge	RMS (*)	Number of complaints per 1000 subs	Post paid as % of total subs
Algeria	4%	-	35	8,040	1,200	96%	48%	0.5	15%
Iraq	7%	-	43	10,073	3,881	49%	57%	1.5	1%
Kuwait	3%	2%	51	2,045	1,533	51%	26%	4.1	29%
Maldives	4%	2%	30	231	227	39%	44%	5.1	24%
Oman	3%	3%	16	1,319	988	42%	30%	4.3	26%
Qatar	6%	2%	42	1,601	1,020	73%	69%	7.7	39%
Tunisia	6%	2%	24	3,730	1,415	37%	34%	3.5	16%

\* NPS is the average of 1Q'24 and 2Q'24

\*\*RMS figure as per latest available quarter. Algeria, Iraq and Oman RMS are bilateral vs Djezzy, Zain and Omantel respectively

# Shareholder returns | Dividends

## Dividend policy – effective 2019

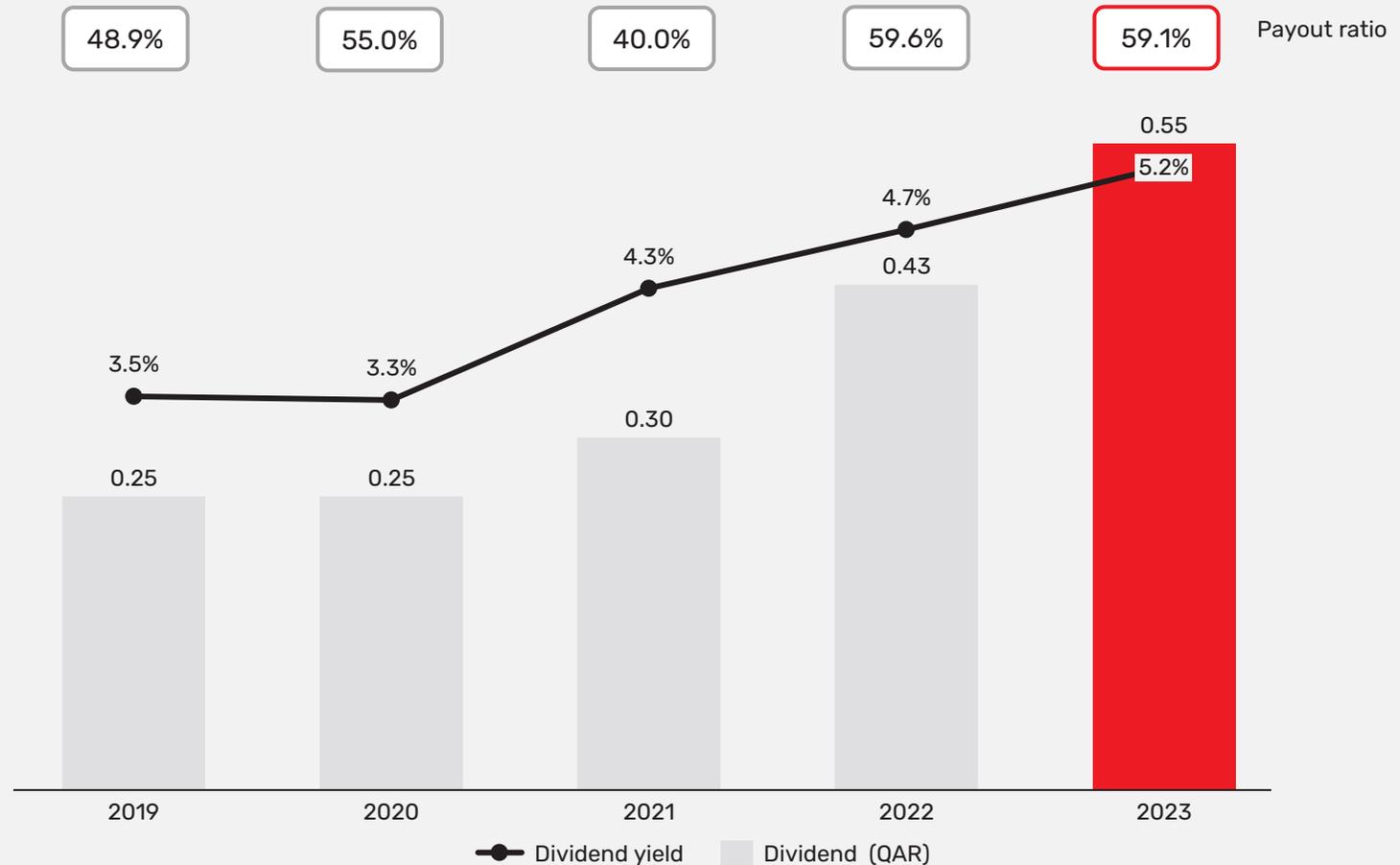
**Sustainable & progressive dividend policy,** aiming for a dividend payout in the range of **40% to 60% of normalized earnings<sup>^</sup>**

## FY 23

Board proposed a **cash dividend of QAR 0.55** per share for 2023, dividend yield of 5.24% as of 12 February 2024

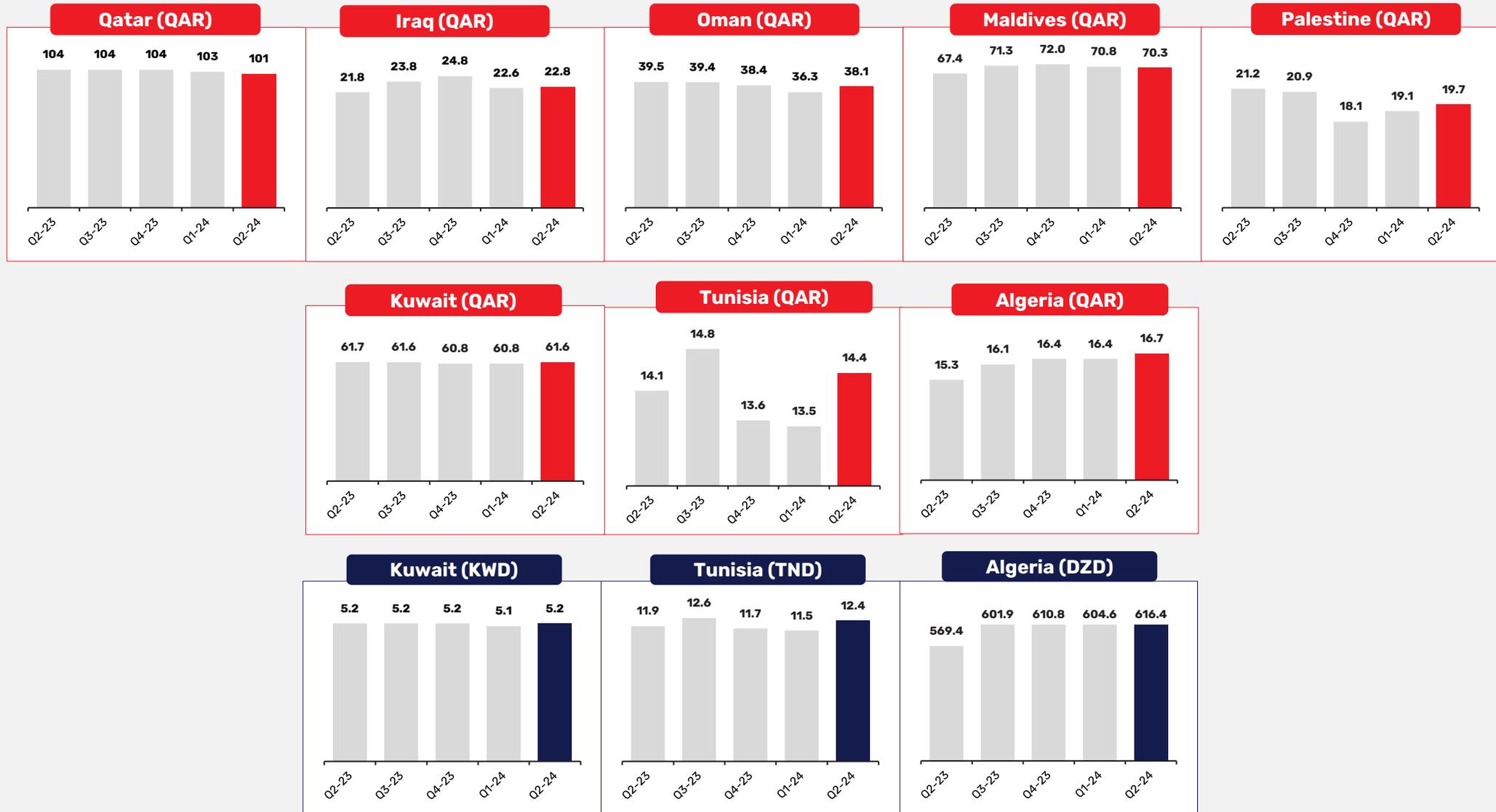
Dividend paid in 2023 was QR 0.43, ex-dividend date 8 March 2023, dividend **yield of 4.77%**

## Dividend history



<sup>^</sup>Normalized earnings defined as earnings from continuing operations excluding once off or extraordinary items (including FX)

# Blended ARPU



# Opcos licence general information



## Fixed Licence

Country	Issuance date	Expiry date
<b>Qatar</b>	7 October 2007	6 October 2032
<b>Kuwait</b>	--	--
<b>Iraq</b>	--	--
<b>Oman</b>	8 June 2009	7 June 2034
<b>Algeria</b>	--	--
<b>Tunisia</b>	May 2012	May 2027
<b>Indonesia</b>	17 March 2003	Indefinite
<b>Maldives</b>	18 August 2015 (VOIP)	31 January 2035
<b>Palestine</b>	--	--

## Mobile Licence

Issuance date	Expiry date
7 October 2007	6 October 2027
13 October 1997 Emiri Decree	Indefinite
30 August 2007	29 August 2030
23 February 2020	22 February 2035
2G: 14 Jan. 2004	2G: 13 March 2029
3G: 02 Dec. 2013	3G: 01 Dec. 2028
4G: 04 Sep. 2016	4G: 03 Sep. 2031
2G: 14 May 2017	2G: 13 May 2027
3G: 24 May 2012	3G: 23 May 2027
4G: 15 March 2016	4G: 14 March 2031
March 1993	Indefinite
1 February 2020 (20 yr extension to existing license)	31 January 2035
14 March 2007	10 September 2029

# Statutory corporate income tax (CIT) rates



Country	Statutory CIT rate	Losses Carry Forward Allowed
Algeria	26%	4 years
Iraq	15%	5 years
Kuwait	15%	3 years
Maldives	15%	5 years
Oman	15%	5 years
Palestine	20%	5 years
Qatar	10%	5 years
Singapore	17%	Indefinitely
Tunisia	15% 35%	5 years

Comments
GCC companies (including NMTC) are exempted from CIT, but are subject to 4.5% Zakat, KFAS & National Labour Support Tax on consolidated profits
No CIT is levied on a corporate entity that is wholly owned by Qatari nationals and GCC nationals that are resident in Qatar and companies listed on Qatar Stock Exchange. Listed companies are subject to 2.5% Sport and Social Contribution levy For QFC entities, no CIT on foreign revenues and 10% CIT on local source revenues
<ul style="list-style-type: none"> <li>. 15% standard CIT rate</li> <li>. 35% CIT rate applies to oil companies, banks, financial institutions and <b>telecommunication companies</b></li> <li>. 4% (3%) Social Solidarity Contribution Fee (increased from 1% as of 2022) is applicable to companies subject to CIT rate of 35% (15%)</li> </ul>

# THANK YOU

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