

31 July 2025



OOREDOO GROUP

RESULTS PRESENTATION

For the six-month period ended 30 June 2025

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- Ooredoo Group management wishes to further caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
 - 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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- All figures in this presentation are rounded for ease of reference. As a result, totals may not sum precisely due to rounding



Strategic and results review

Aziz Aluthman Fakhroo
Group CEO



Operations review

Abdulla Ahmed Al-Zaman
Group CFO



Overview of H1 2025



Delivering strong progress and tangible results in H1 2025



Executional strength | Strong performance in high growth markets

Double digit growth in Algeria

High-single digit growth in Iraq and Tunisia



Building sustainable value through profitability

Net profit growth of 4% YoY

Soild EBITDA margin at 43%



Delivering on strategic priorities | Unlocking value through partnerships

Towers: Qatar closing progressing

Launched Syntys and partnered with Iron Mountain

Deployed latest NVIDIA GPUs after 1 year NCP

Investment in subsea cable infrastructure - FIG project

Scaling fintech: Oman gaining traction, Tunisia implementation



Strong financial discipline and a robust balance sheet

Investment grade rating | Leverage at 0.7x

Strong cash position of QAR 14.8 billion

QAR5.5 billion available in undrawn facilities

01 Strategy update

Aziz Aluthman Fakhroo | Group CEO

Accelerating the development of AI-ready, hyperscale data centres across the MENA region



13

Active data centers



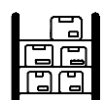
1

Data center under construction



3

of countries with Syntys presence



19

IT capacity (MW)

Medium/Long term targets:

- **USD 1 Billion planned investment**
- **Initial funding of ~USD 500 million**
- **Scale to 120 MW capacity**

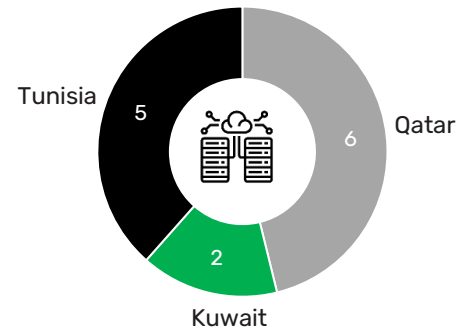
H1 2025

QAR 73.9 million Revenue

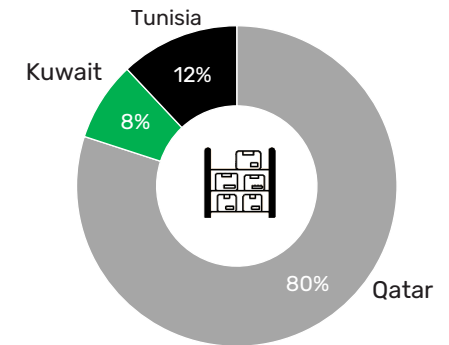
QAR 25.2 million EBITDA

68% Revenue in Qatar from hyperscalers

Active Data Centers



IT Capacity



Strategic Partnerships



Iron Mountain – minority equity stake; leverage expertise to accelerate growth

NVIDIA Cloud Partner



- Served as key enabler of Ooredoo's advanced sovereign AI cloud services, live and powered by the latest NVIDIA GPUs within our secure, high-performance data centers
- Helping drive sovereign compute capacity in support of Qatar's Digital Agenda 2030 and National AI Strategy
- With this launch, Syntys strengthens its role as a regional digital infrastructure leader, empowering AI clusters, national platforms, and digital transformation across the MENA region



Fintech

Continues to advance financial inclusion through mobile-led solutions | Significant market share in international remittances



H1 2025



QAR 43.9 million

Revenue

QAR 17.7 million

Capex to enter markets

81%

of revenue generated from international remittances

329k

30-day active customer base

Partnerships



Building a **global footprint** of strategic partners



Thunes.



VISA

Markets



Operating in **3** markets



Qatar



Oman



Maldives

- **Tunisia:** AIP license granted; implementation progressing well, strong stakeholder engagement and ecosystem expansion
- **Iraq:** Positive regulatory engagement, steady progress on incorporation activities & strong collaboration with local partners. Proposition development advancing well, setting a strong foundation for structured and scalable rollout
- **Kuwait:** Exploring options to enter

Operations



Qatar

Market leader

Processing over **USD 6 billion** transactions



Oman

51k

Registered users



QAR 17 million

EBITDA

21%

market share in international remittances

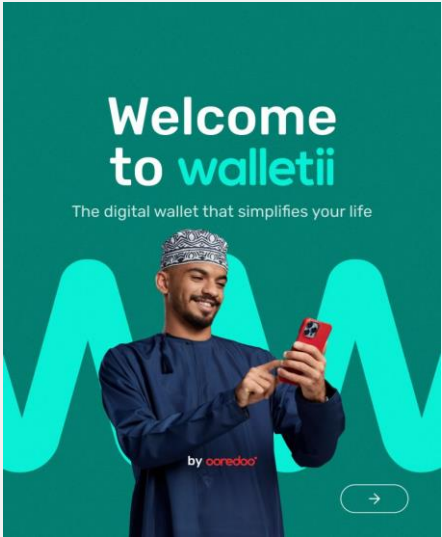
15k

30-day active users

Long term ambition

~ 3 – 4 million
Active users

~ USD 70 – 100
Valuation/Active users



02 Results review

Aziz Aluthman Fakhroo | Group CEO

Group H1 2025 YoY highlights



Sustaining a positive trajectory of solid financial performance

Growth	Profitability	Balance sheet	Returns
<div>Revenue</div> <div>+1% (+4%*)</div> <div>QAR 11.9 billion</div>	<div>EBITDA</div> <div>+1% (+3%*)</div> <div>QAR 5.1 billion</div>	<div>Capex intensity</div> <div>+4pp to 13%</div> <div>Capex</div> <div>QAR 1.5 billion</div>	<div>Free cash flow</div> <div>-11%</div> <div>QAR 3.6 billion</div>
<div>Customers</div> <div>+4% (-2%**)</div> <div>51.9 million</div> <div>147.2** million</div>	<div>EBITDA margin</div> <div>Flat</div> <div>43%</div>	<div>Net Debt/EBITDA</div> <div>-0.1x</div> <div>0.7x</div>	
	<div>Net Profit</div> <div>4% (+3%^)</div> <div>QAR 1.9 billion</div>		

The disposal of the Ooredoo Myanmar operation was completed on 31 May 2024, and Ooredoo Group's financial results for H1 2024 include results for Ooredoo Myanmar unless otherwise stated

*Excluding the impact of Myanmar exit

**Consolidated customer numbers plus IOH

^Normalised NP – Normalised for foreign exchange impact, impairment and exceptional items

EBITDA = Revenue – Operating expenses*** + Share of results from associates and joint ventures

***Operating expenses = Network, interconnect and other operating expenses + Employee salaries and associated costs +Impairment loss provision on financial assets

Group Q2 2025 YoY highlights



Solid performance for Q2

Growth	Profitability	Balance sheet	Returns
Revenue +2% (+5%*) QAR 6.1 billion	EBITDA +2% (+3%*) QAR 2.6 billion	Capex intensity +5pp to 16% Capex QAR 1.0 billion	Free cash flow -16% QAR 1.6 billion
Customers +4% (-2%**) 51.9 million 147.2** million	EBITDA margin Flat 43%	Net Debt/EBITDA -0.1x 0.7x	
	Net Profit +3% (+12%^) QAR 1.0 billion		

The disposal of the Ooredoo Myanmar operation was completed on 31 May 2024, and Ooredoo Group's financial results for H1 2024 include results for Ooredoo Myanmar unless otherwise stated

*Excluding the impact of Myanmar exit

**Consolidated customer numbers plus IOH

^Normalised NP – Normalised for foreign exchange impact, impairment and exceptional items

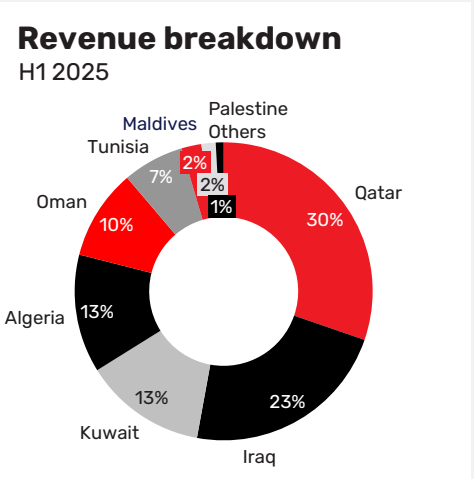
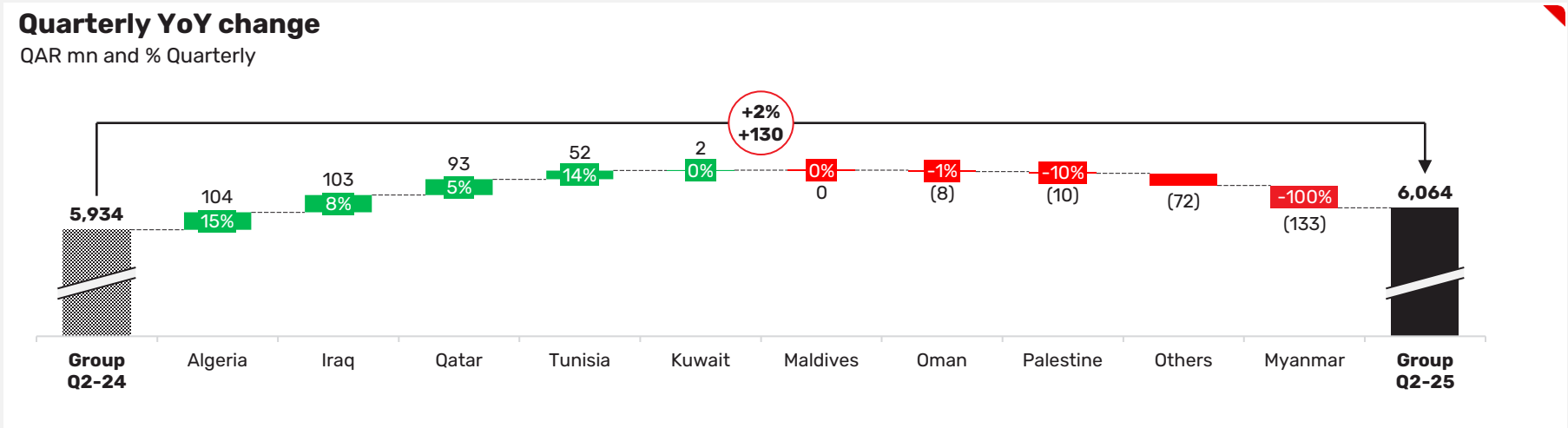
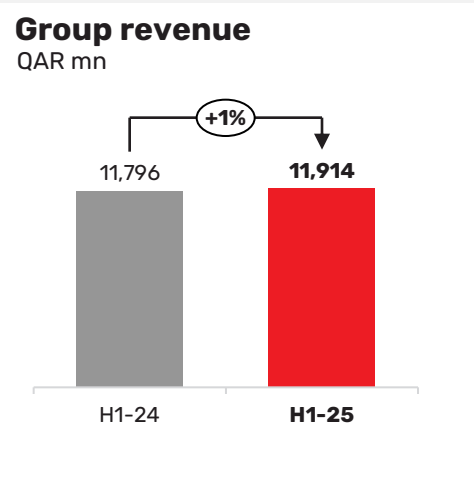
EBITDA = Revenue – Operating expenses*** + Share of results from associates and joint ventures

***Operating expenses = Network, interconnect and other operating expenses + Employee salaries and associated costs +Impairment loss provision on financial assets

Revenue



Driven by sustained operational growth



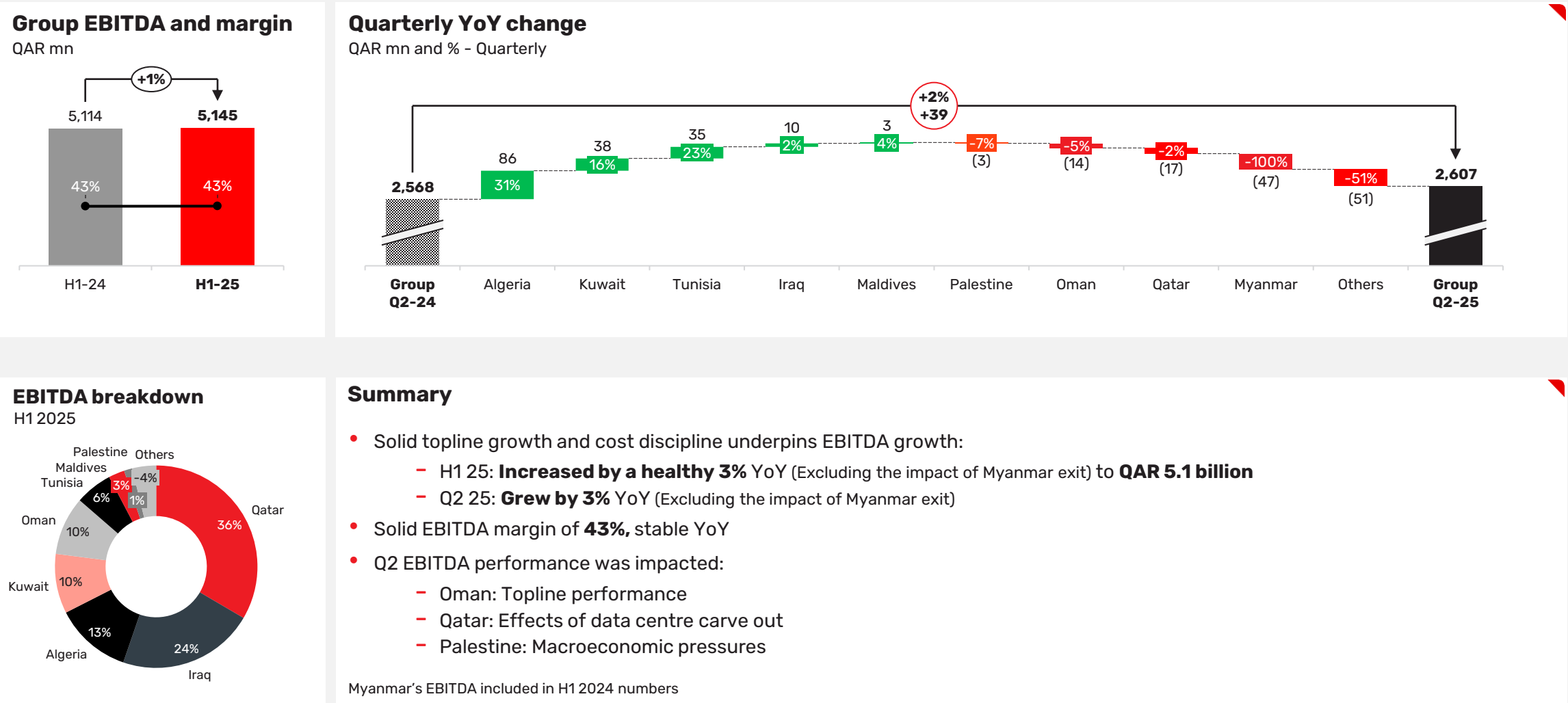
Summary

- Solid revenue growth supported by strong operational performance:
 - H1 25: **Solid 4% increase** YoY (excluding the impact of Myanmar exit) to **QAR 11.9 billion**
 - Q2 25: **Increased by 5% YoY** (excluding the impact of Myanmar exit) supported by growth in Algeria, Iraq, Qatar, Tunisia & Kuwait
- Q2 Revenue performance was impacted by:
 - Oman: Highly competitive market
 - Palestine: Macroeconomic pressures

Myanmar's revenue included in H1 2024 numbers

EBITDA

Healthy EBITDA growth with a resilient EBITDA margin

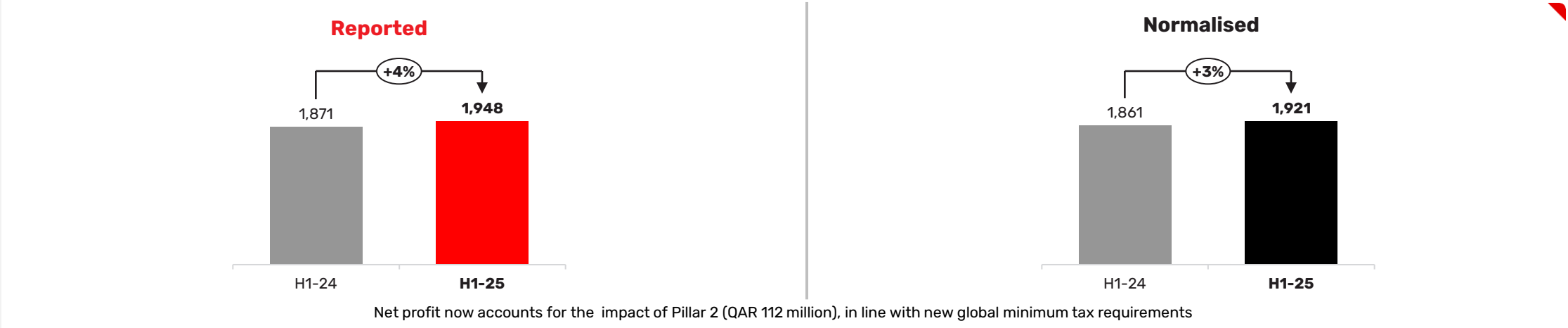


Net Profit | H1 2025 Reported and Normalised

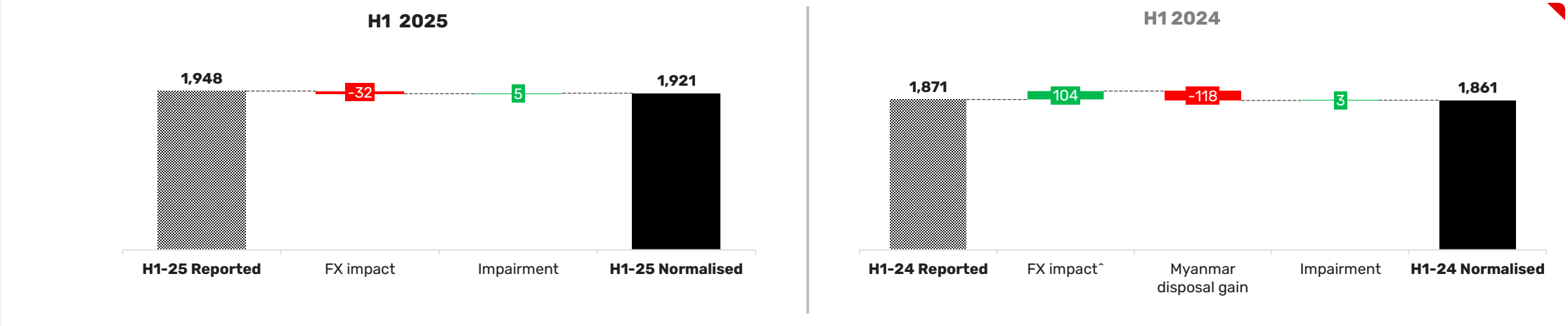


Sustainable net profit growth underpinned by operational strength

Net profit attributable to Ooredoo shareholders (QAR mn)



Net Profit reconciliation Reported to Normalised (QAR'mn)



^ FX impact in H1 24 relates mainly to Myanmar

Net Profit | Q2 2025 Reported and Normalised



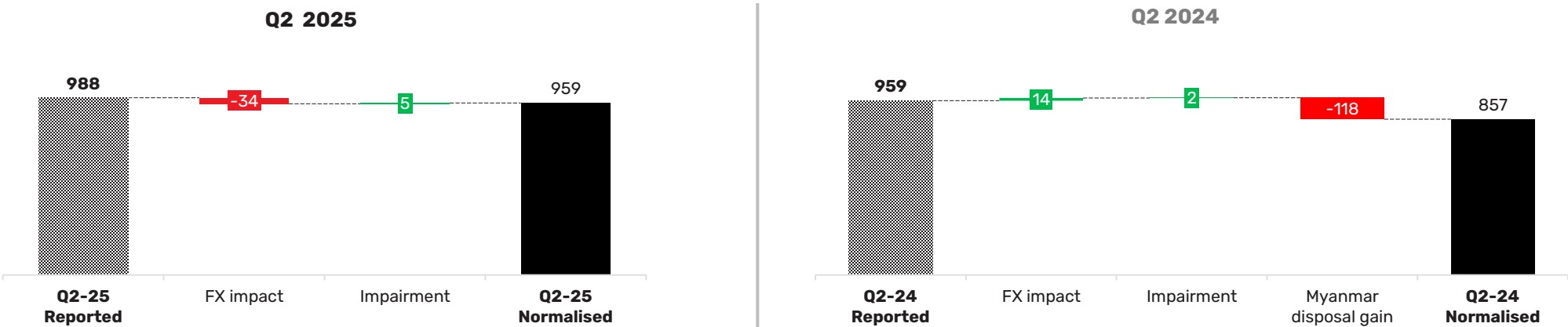
Q2 net profit growth

Net profit attributable to Ooredoo shareholders (QAR mn)



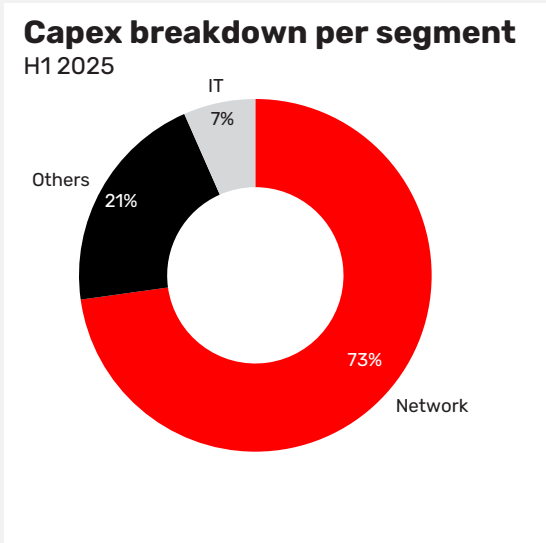
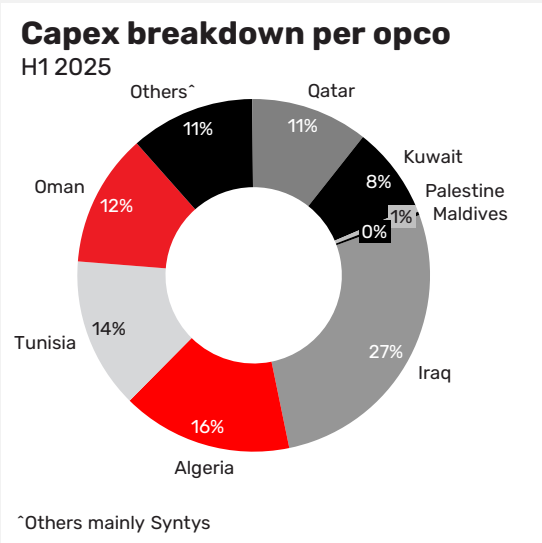
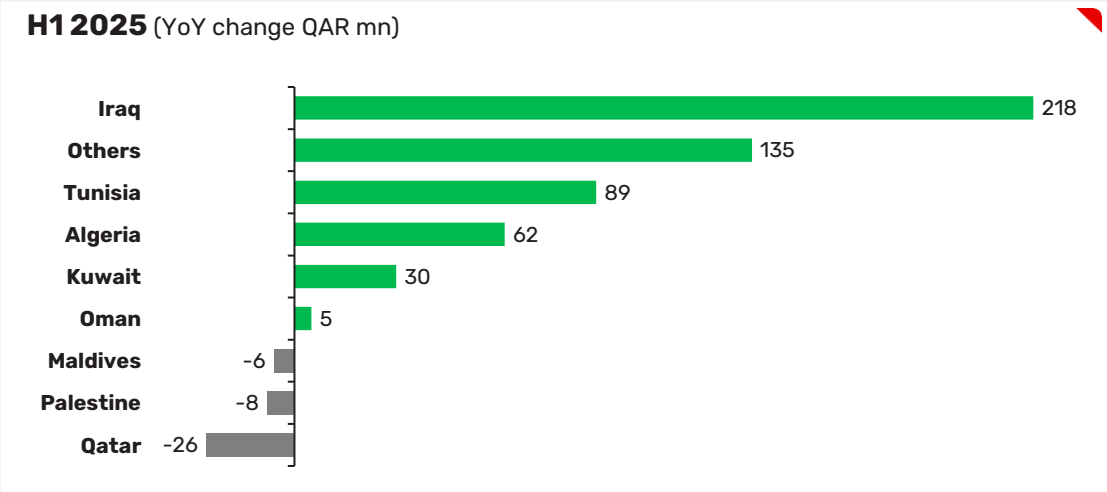
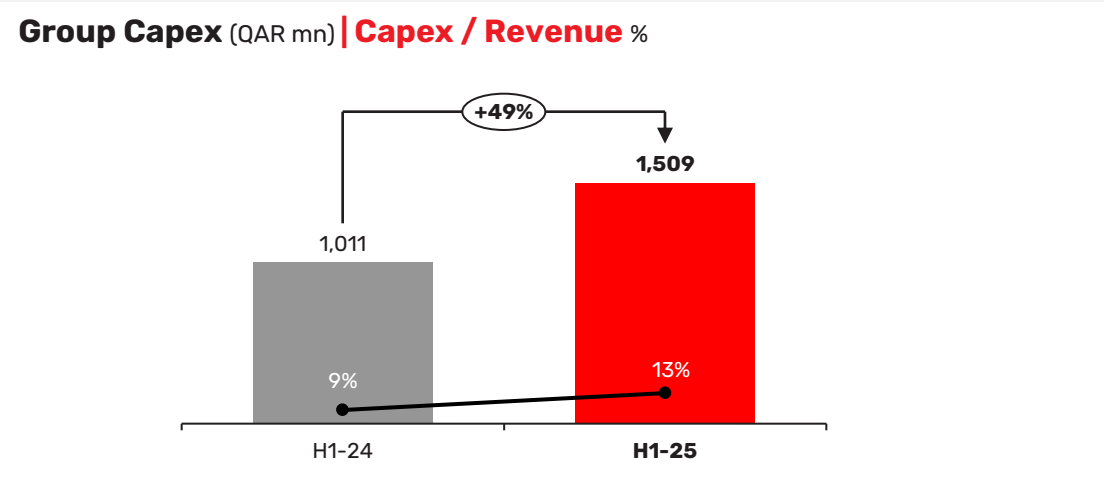
Net profit now accounts for the initial impact of Pillar 2 (QAR 53 million), in line with new global minimum tax requirements

Net Profit reconciliation Reported to Normalised (QAR'mn)



Capex

Investing strategically for long-term growth

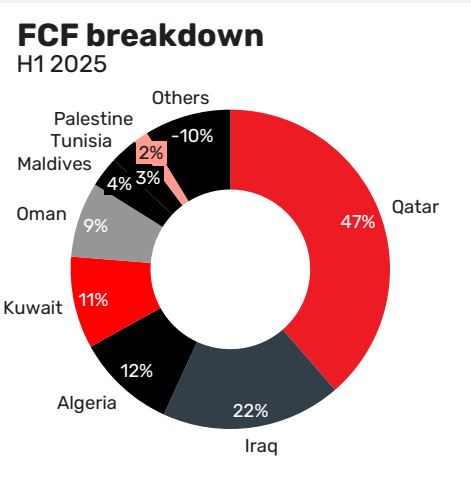
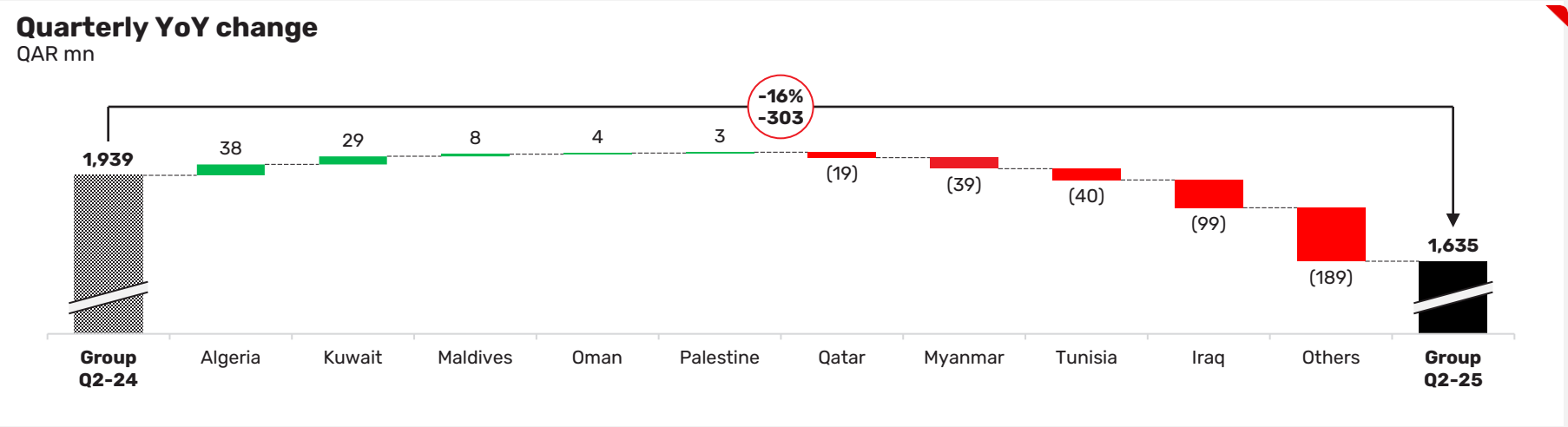
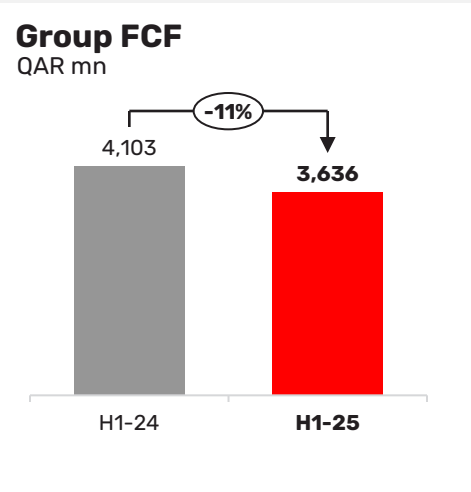


- Summary**
- **Qatar** : Majority of network roll-out/investments completed in 2024
 - **Iraq**: Additional sites roll out for expansion and capacity upgrade projects
 - **Kuwait**: RAN investments due to new spectrum regulatory requirements
 - **Algeria**: New sites roll out for network expansion
 - **Tunisia**: 5G spend and FTTX roll outs
 - **Others**: Syntys (Data centre expansion)

Free cash flow (FCF: EBITDA – Capex)



Accelerated capex spend leads to lower FCF



Summary

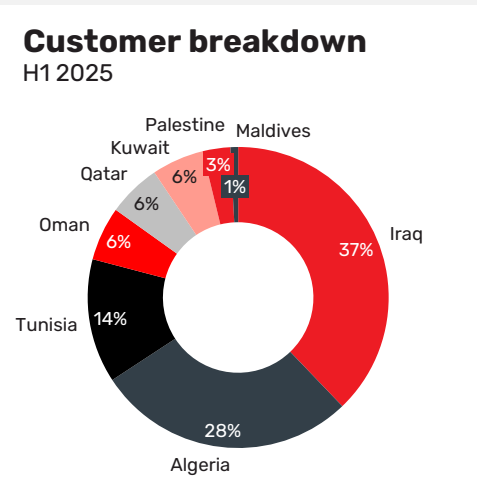
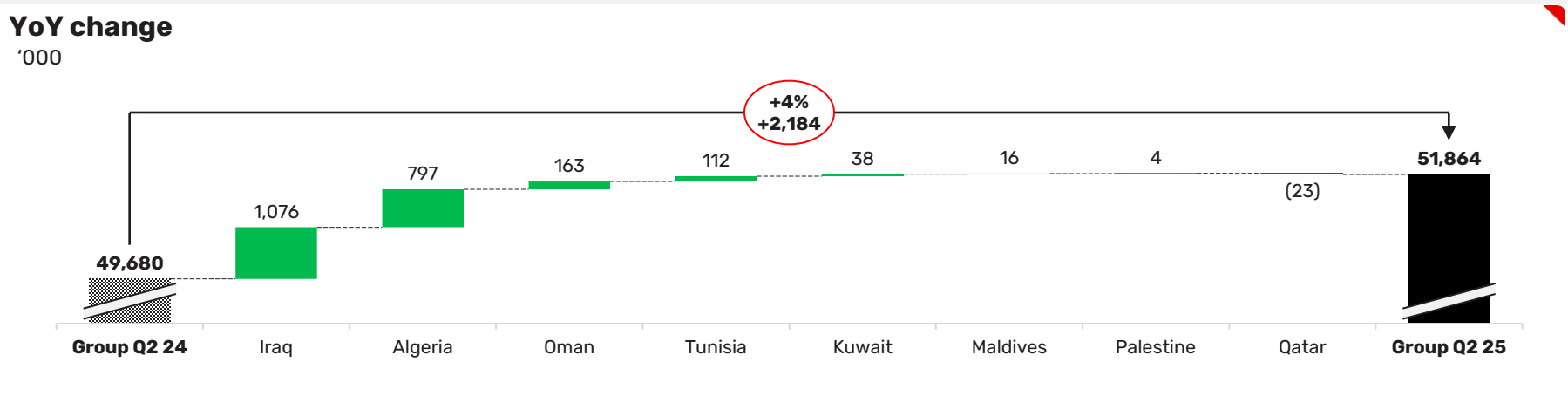
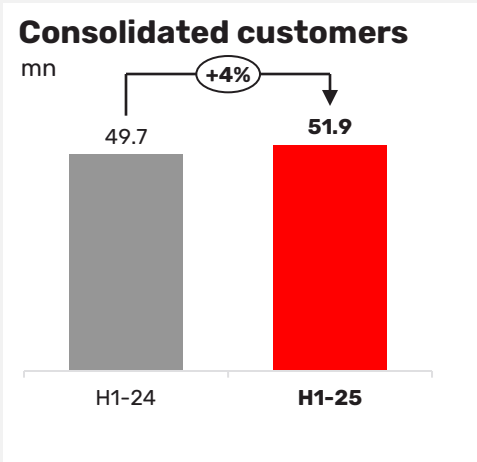
- H1 25 Group free cash flow **decreased by 11%** to **QAR 3.6 billion**
- Accelerated spend on Capex projects, reflecting commitment to expanding capacity and enhancing infrastructure
- Q2 25 FCF is lower in:
 - Iraq and Tunisia: Due to higher capex
 - Qatar: Mainly due to lower EBITDA
 - Others: Mainly from Syntys (Data centre expansion) and IOH (lower contribution)

Myanmar's FCF included in H1 2024 numbers

Customers



Growing customer base through premium network and superior customer service



- Summary**
- **51.9 million** customers across our network, increasing by **4%** YoY
 - Including IOH customers, customer base stood at **147.2 million**
 - Decrease in customer base in:
 - Qatar: Due to market conditions in prepaid
 - **IOH** customers fell by **5% to 95.4 million**. IOH numbers are not consolidated

Debt & Liquidity Profile



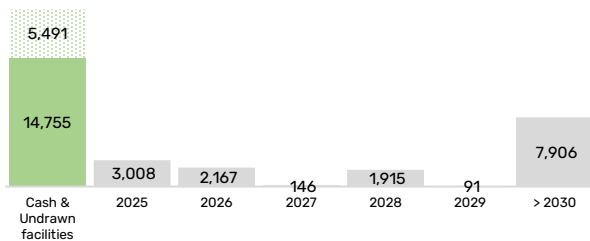
Strong liquidity position, low leverage and investment-grade rating sustained

Summary

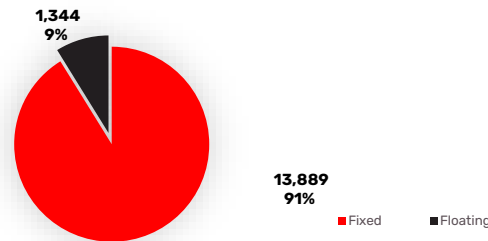
- **Net Debt/EBITDA ratio of 0.7x**, below current Board guidance of 1.5x to 2.5x
- **Strong liquidity position** (combination of cash & undrawn RCFs)
- **QAR 5.5bn undrawn committed facilities available** predominantly at Group level and in USD (~USD 1.5bn equivalent, of which USD 950mn for Ooredoo Qatar and USD 558mn for OPCOs)
- **Balanced** and **long maturity profile**
- **Minimal interest rate risk** with 91% fixed-rate debt share
- S&P and Moody's **maintains investment grade rating**

QAR'mn

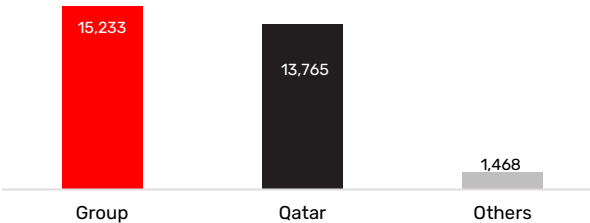
Repayment schedule



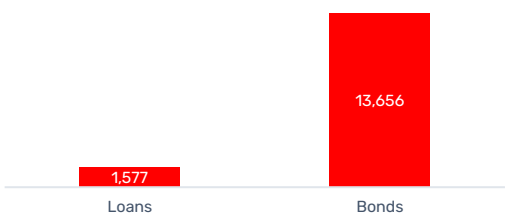
Fixed vs Floating rate debt portion



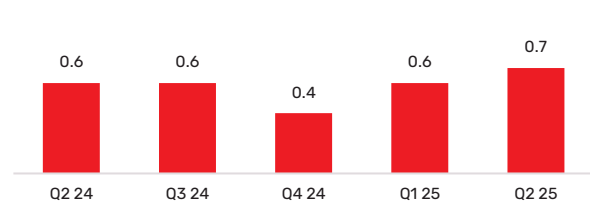
Borrowings by operations



Drawn debt by source



Net Debt/EBITDA ratio (x)



Ratings

S&P Global
A/STABLE

MOODY'S
A2/STABLE

*Approx. 91% of borrowings are in US dollars

H1 2025 Actual vs FY 2025 Guidance



On track to meet guidance

	Actual H1 2025	Change YoY (%)	FY 2025 Guidance
Revenue	QAR 11.9 billion	+1% +4% excluding impact of Myanmar	2% – 3%
EBITDA margin	43%	Flat	Low 40%’s
Capex	QAR 1.5 billion	+49%	QAR 4.5 – 5.0 billion

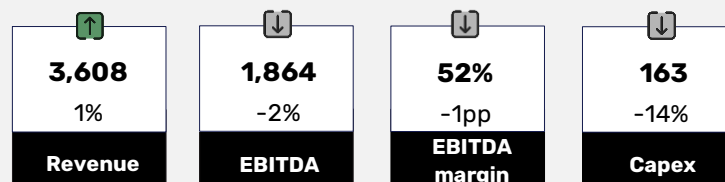
03 Operations review

Abdulla Ahmed Al-Zaman | Group CFO

Robust financial performance; holding premium position in the market

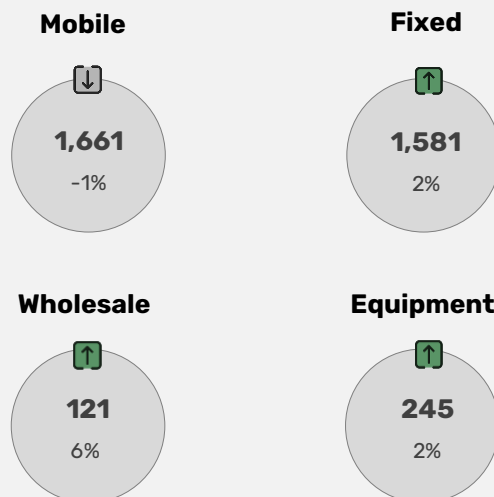
H1 2025

(QAR mn, % YoY)



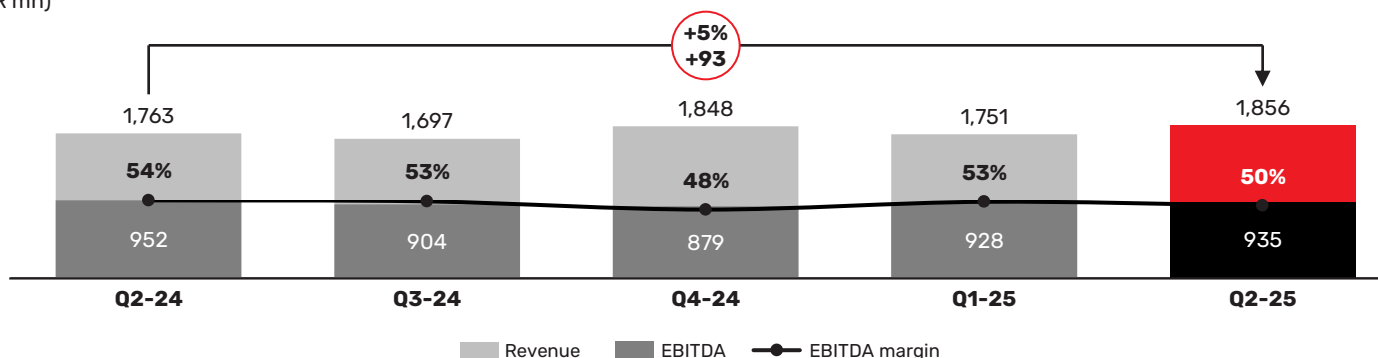
Revenue segments

(QAR mn, % YoY)



Quarterly Trend

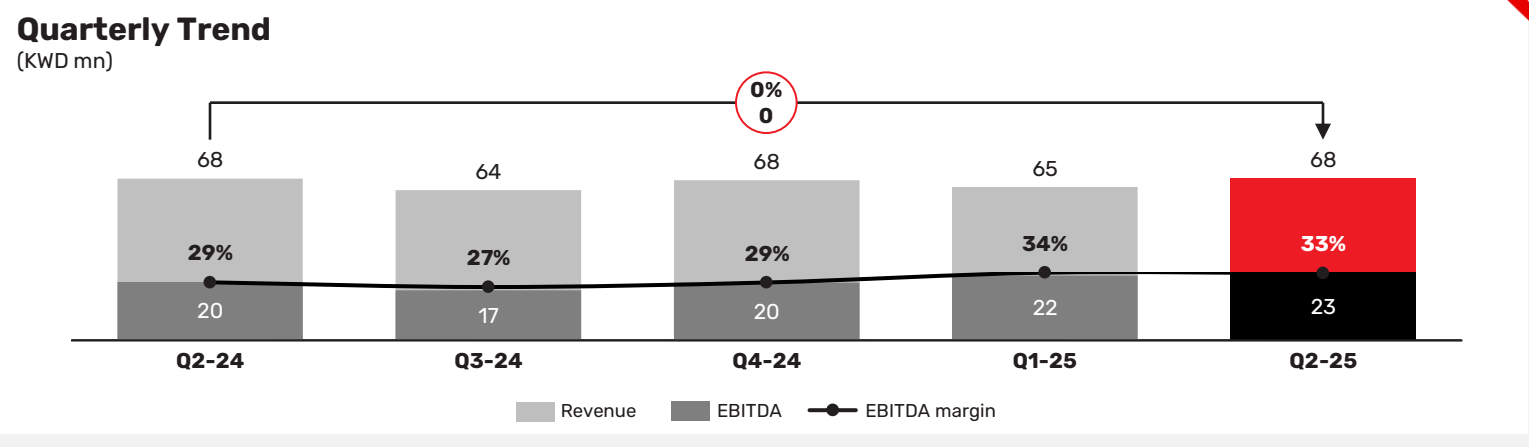
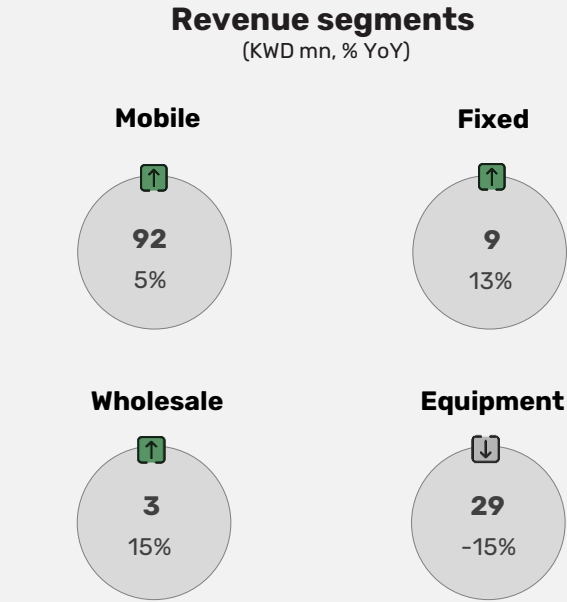
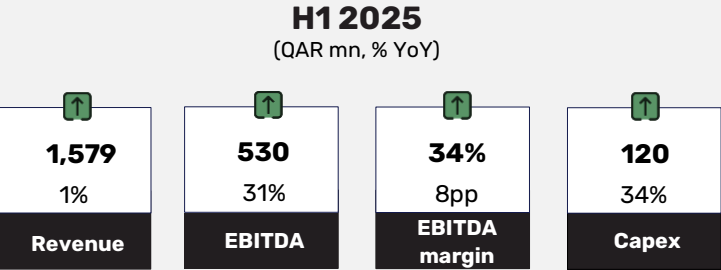
(QAR mn)



H1 2025

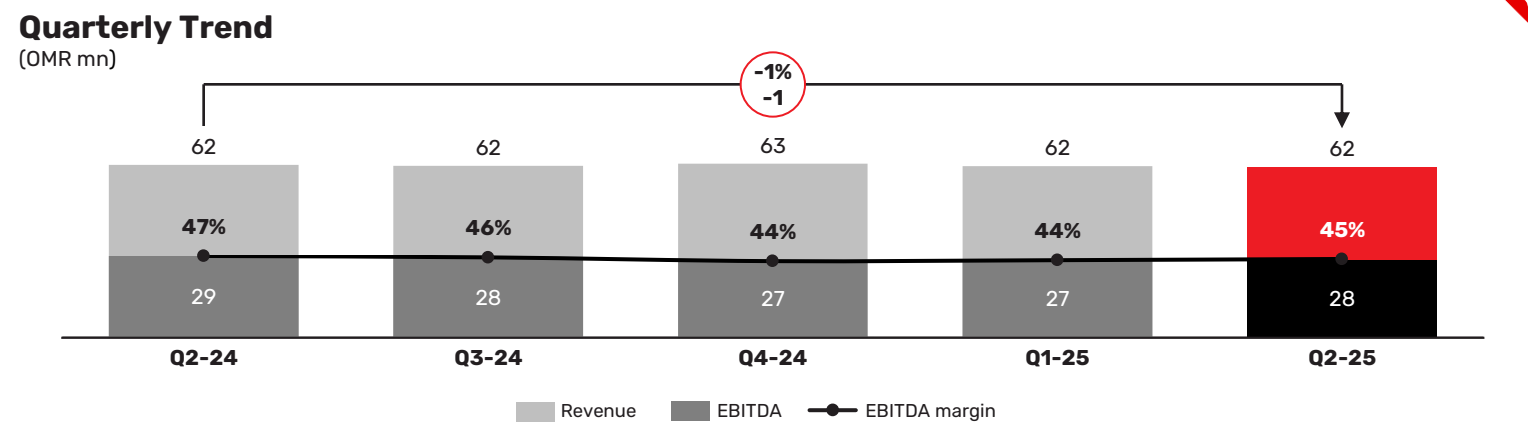
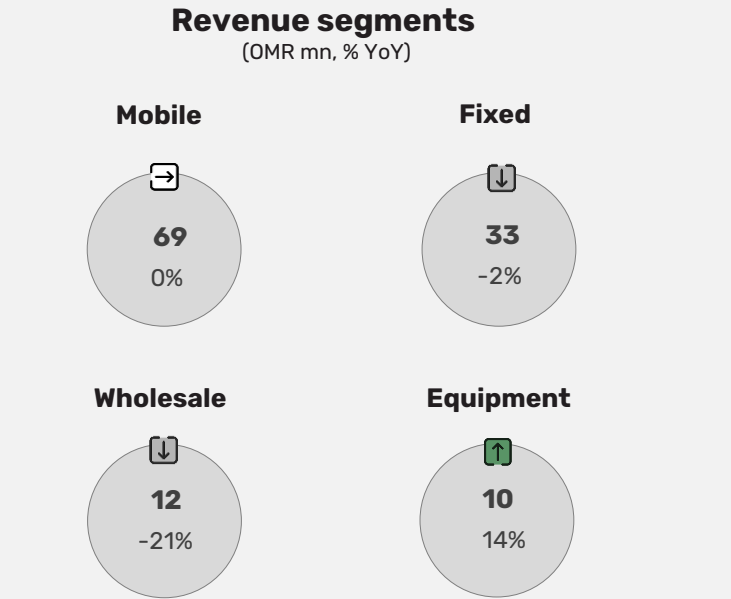
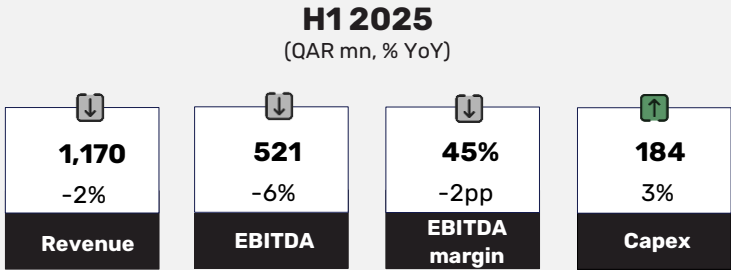
- **Robust performance** with topline growth and strong margins
- **Positive momentum** with **reported revenue up by 1% YoY**
- **Healthy normalised revenue growth of 2% YoY** (Normalising for impact of AFC tournament in H1 2024 and data centre carve out)
- **EBITDA decreased by 2% YoY**. Normalising for AFC & DC carve out impact, **EBITDA remained flat YoY**
- **Strong EBITDA margin of 52%**, reflecting continued focus on improving efficiency
- Total customer base **stood at 2.9 million**
- Post H1 2025, launched sovereign AI cloud services powered by NVIDIA's latest GPUs; strategic move advancing national digital transformation and unlocking long-term value through AI-driven innovation

Maintained growth momentum with service revenue uplift, strong margin expansion, and ongoing customer acquisition



- H1 2025**
- **Strong service revenue growth of 6% YoY** (voice, data and digital services)
 - **Revenue growth of 1% YoY** in LC due to higher service revenue, partly offset by lower device sales
 - **EBITDA rose by 31% YoY** in LC
 - **EBITDA margin reached 34%, up 8pp YoY**, underscoring **cost efficiency and improved profitability**
 - Adjusting for the one-off bad debt provision in H1 2024, **EBITDA grew by 14% YoY**, highlighting the **strength of the core business**
 - **Customer base increased 1% YoY to 2.9 million**

Advancing 5G initiatives and maintaining strong cost discipline despite market headwinds



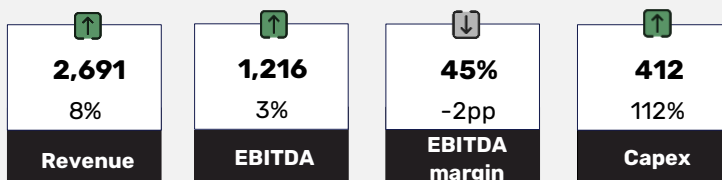
H1 2025

- **Market remains highly competitive**
- **Revenue declined 2% YoY** due to lower service revenue
- **EBITDA decreased 6% YoY** reflecting pressure on the topline
- **Resilient EBITDA margin of 45%**, highlighting **disciplined cost management**
- **Customer base grew by 6% YoY to 3.1 million**
- **Continued to invest in 5G**, launching **new initiatives and expanding coverage**

Strong growth momentum driven by customer acquisition gains and healthy data segment performance

H1 2025

(QAR mn, % YoY)



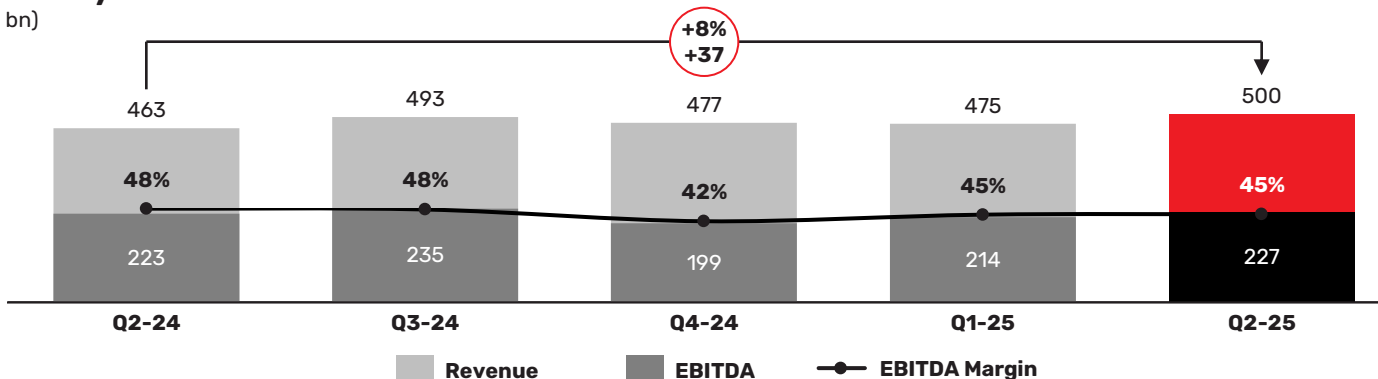
Revenue segments

(IQD bn, % YoY)



Quarterly Trend

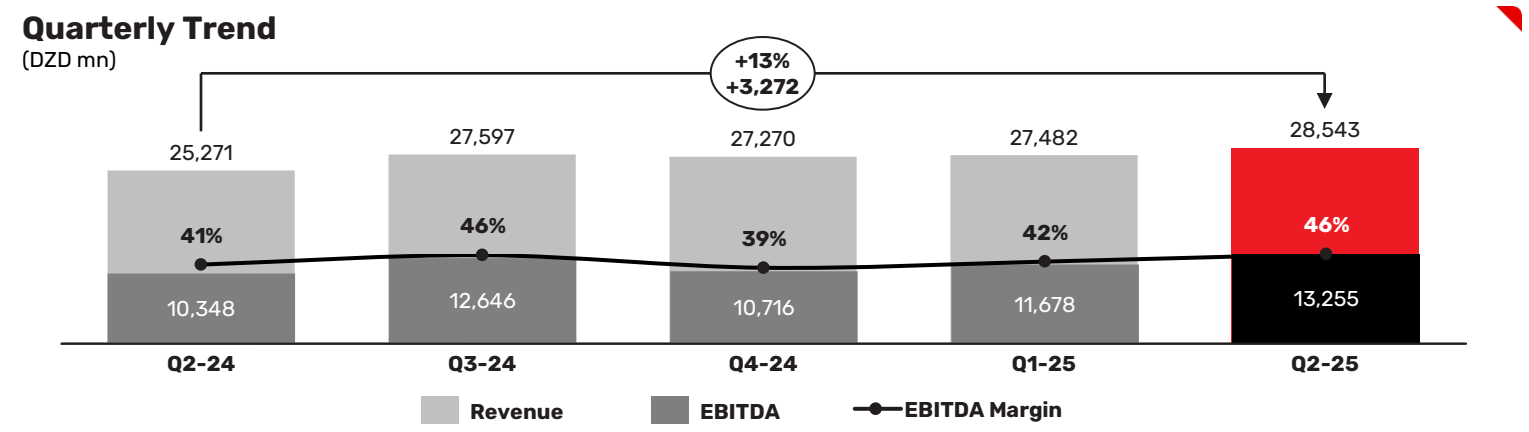
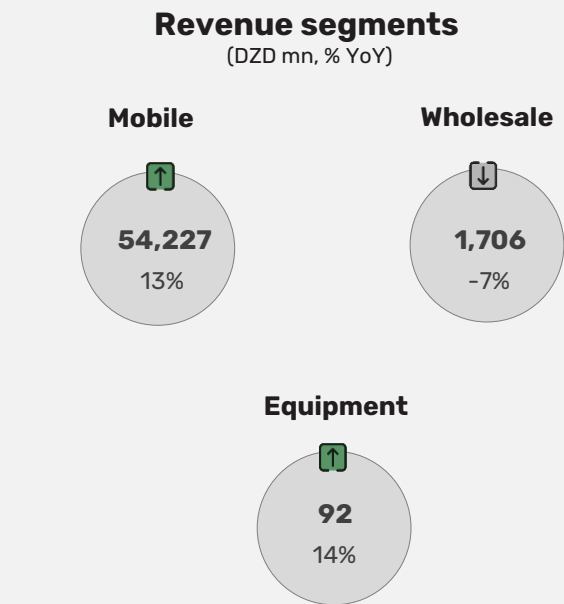
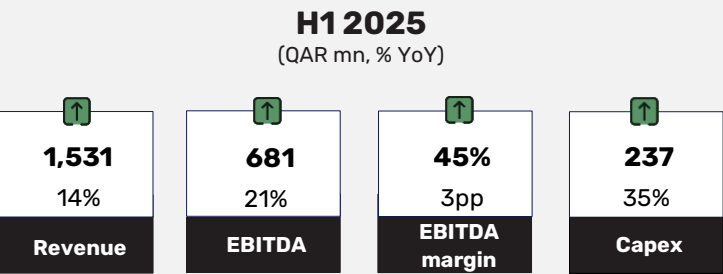
(IQD bn)



H1 2025

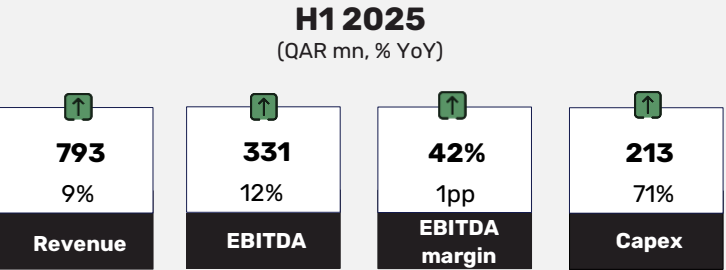
- Growth driven by effective **customer acquisition** strategies and **demand for data services**
- **Revenue grew by 8% YoY** in LC, led by an increased customer base and supported by strong data segment performance, bolstered by higher usage levels
- **EBITDA increased by 3% YoY** in local currency, with topline growth partially offset by higher opex due to strategic investments to scale operations and enhance service quality
- **EBITDA margin** remains **strong at 45%**
- Customer base grew by **6%**, reaching **19.4 million**, reflecting successful marketing execution and growing consumer engagement

Continued double-digit revenue and EBITDA growth | Secured 5G licence



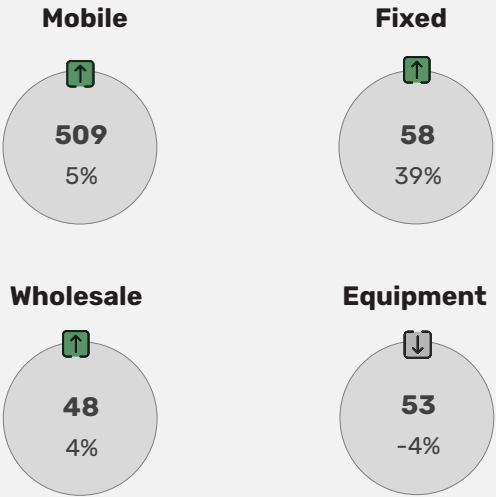
- H1 2025**
- **Strong performance** driven by growth across **voice, data, and digital services**, highlighting the sustained advantage gained from **capital investments in network quality**
 - **Revenue increased by 13% YoY** in LC
 - **EBITDA rose by a strong 20% YoY** in LC, driven by topline growth
 - **EBITDA margin grew by 3pp to 45%**, demonstrating **solid profitability and cost efficiency**
 - **Customer base up by 6% YoY to 14.5 million**, driven by user acquisition and retention through enhanced service offerings and a leading network experience
 - **Secured 5G licence**, post H1 2025; strategic milestone paving the way for next-generation connectivity, digital innovation, and long-term market growth

Sustained healthy growth in revenue and EBITDA, driven by network investments in mobile and fixed



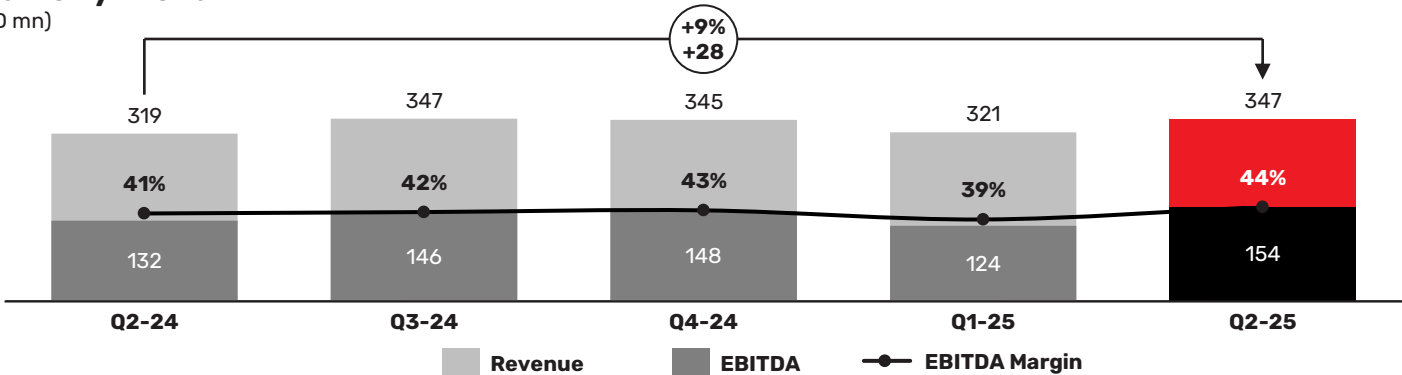
Revenue segments

(TND mn, % YoY)



Quarterly Trend

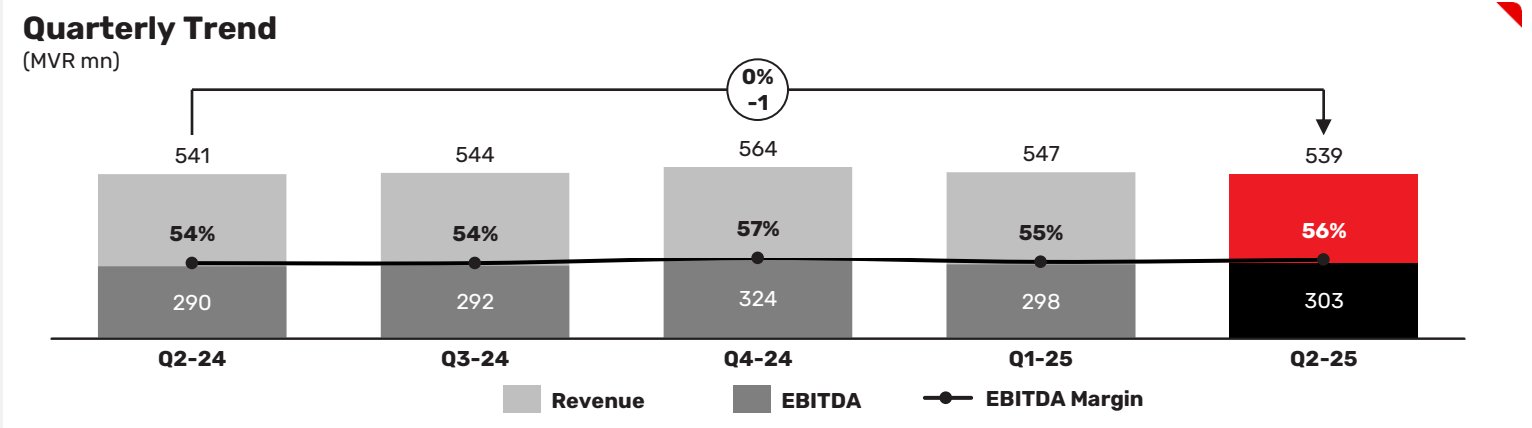
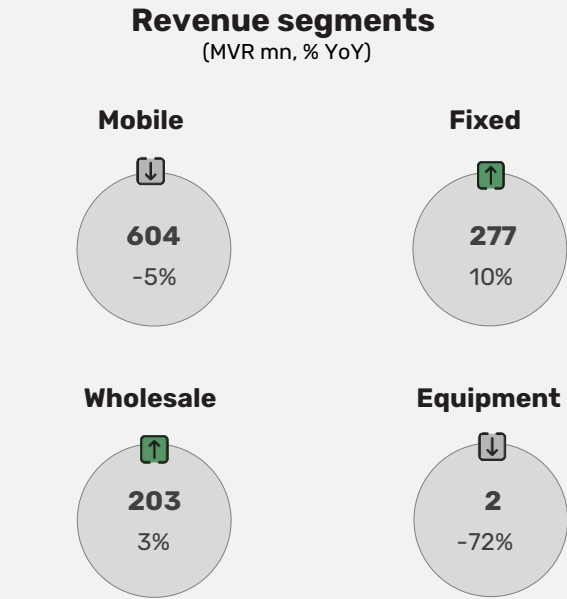
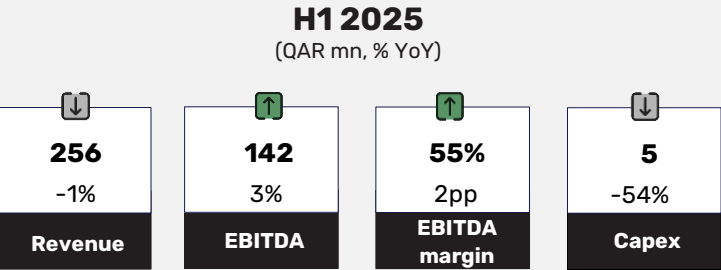
(TND mn)



H1 2025

- **Strong performance in mobile and fixed segments**
- **Revenue increased 7% YoY** in LC, driven mainly by **mobile services** supported by high-quality subscriber acquisitions and enhanced CVM initiatives. **Fixed segment** contributed to topline growth, driven by increasing demand for high-speed internet in fibre and 4G/5G Fixed Wireless Access
- **EBITDA rose by 9% YoY** in LC, driven by higher data revenue in mobile and fixed
- **EBITDA margin strong at 42%, up 1pp** due to higher revenue partly offset by operating expenses
- **Customer base stood at 7.0 million, growing by 2% YoY**
- Investment in 5G services, **strong uptake** after launching in February 2025, responding to strong market demand

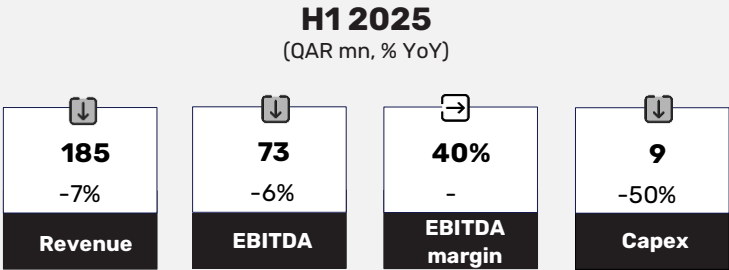
Sustained strong EBITDA margin underpinned by disciplined cost control



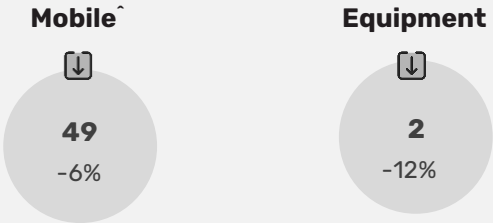
H1 2025

- Disciplined cost management led to EBITDA growth and margin expansion
- Revenue declined by 1% YoY, primarily due to intensified competition in the mobile segment
- EBITDA increased by 3% YoY, supported by ongoing operational efficiencies
- Strong EBITDA margin of 55%, reflecting disciplined cost control
- Customer base grew by 4% YoY, reaching 418k
- Continues to lead in delivering customer experience and strong network experience

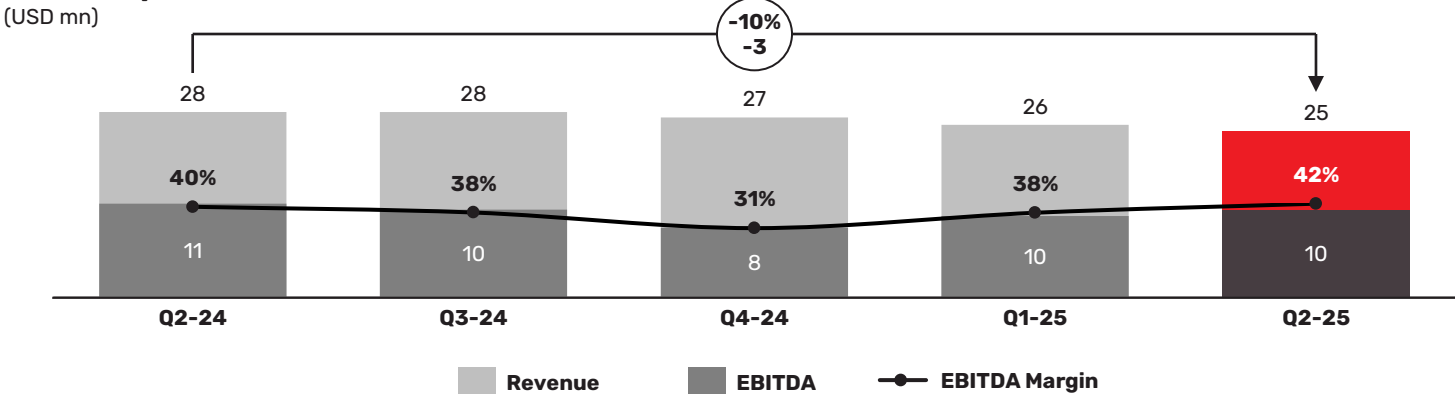
Delivering leading customer experience while effectively managing costs amid extremely challenging conditions



Revenue segments
(USD mn, % YoY)



Quarterly Trend



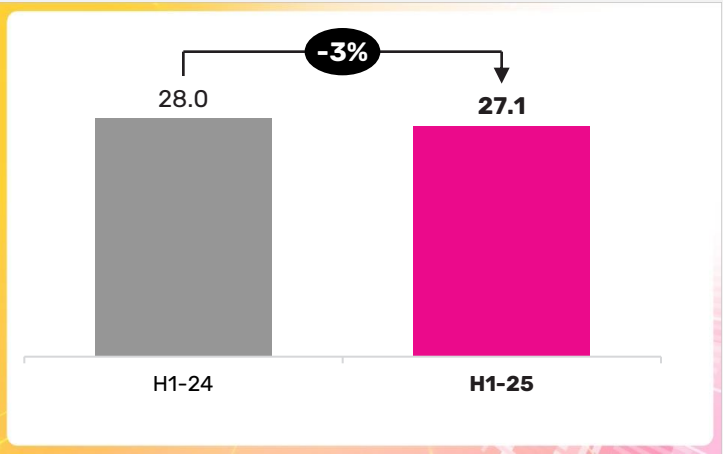
H1 2025

- **Ongoing political and economic instability** in Palestine continued to present significant operational challenges, **adversely affecting overall performance**
- Revenue down by 7% YoY and EBITDA down by 6% YoY on a reported basis
- **EBITDA margin was steady at 40%**, reflecting disciplined cost control and operational resilience amid challenging conditions
- Continued to lead customer experience, maintaining strong market position with **1.5 million customers** on the network

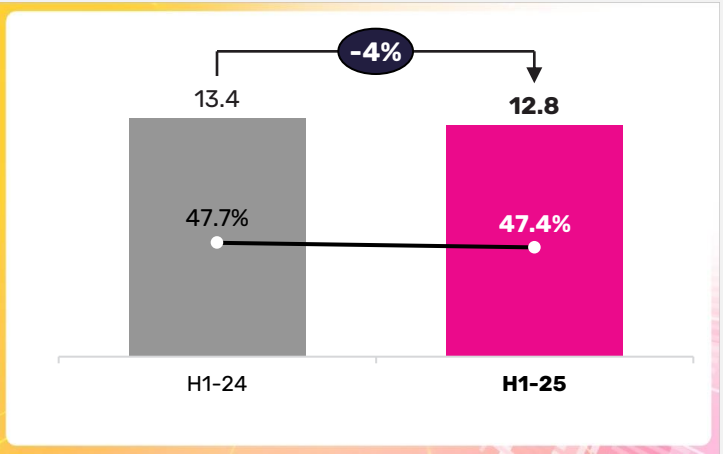
[^]Includes wholesale revenue

Impacted by increasing competition in the market, QoQ EBITDA performance trending positively

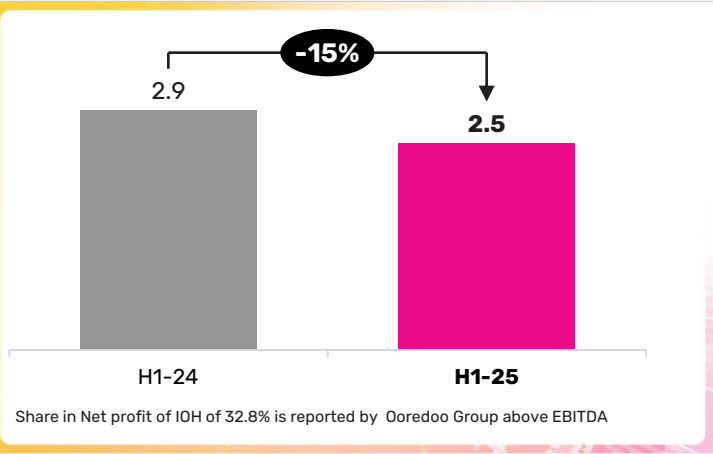
Revenue (IDR tn)



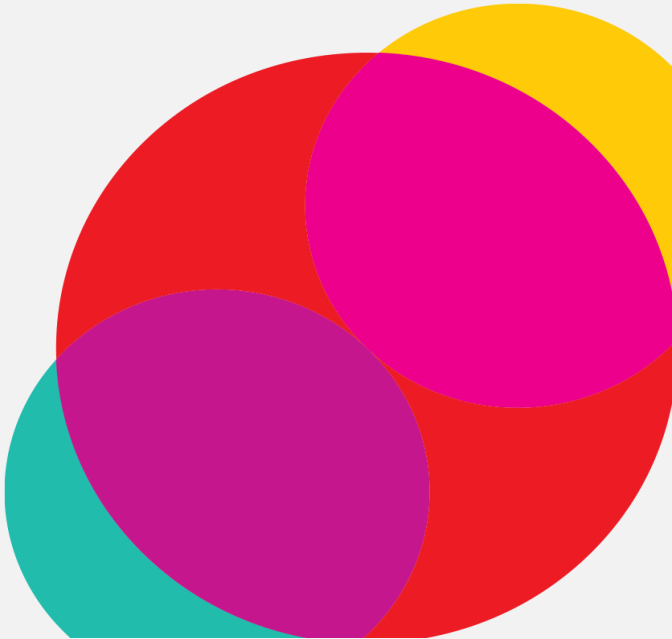
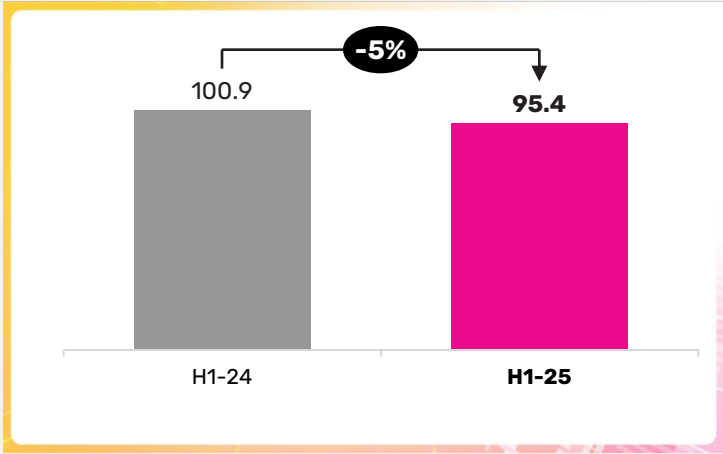
EBITDA (IDR tn) & margin



Net Profit (IDR tn)



Customers (mn)



04 Appendices

KPIs Technology: H1 2025



Country	Total Sites	4G Sites as % of total towers	4G Population Coverage %	5G Population coverage %	Total Data Volume GB	4G Contribution in total traffic %	5G Contribution in total traffic %	Data Volume Grow YoY %
Algeria	9,233	99.97%	94.50%		957,945,506	96.25%		22.46%
Iraq	8,578	99.56%	98.68%		725,334,850	93.48%		40.63%
Kuwait	3,026	99.70%	98.60%	90.40%	1,022,835,696	39.40%	60.59%	12.84%
Maldives	812	99.75%	100%	80.00%	52,941,778	80.30%	17.74%	19.85%
Oman	3,029	97.26%	93.30%	89.00%	404,400,921	34.88%	64.94%	1.55%
Qatar	4,229	97.54%	99.90%	98.95%	238,704,108	54.61%	44.62%	13.26%
Tunisia	2,884	99.10%	98.51%	47.09%	530,386,058	85.85%	9.40%	27.19%
Palestine	838	90.10%	94.44%		20,092,679	98.55%		-15.54%
Total	32,629	96.62%			3,952,641,596	70.14%	26.52%	19.83%

- Values as reported by OpCos June 2025 report
- Palestine has only 3G coverage, all figures from Palestine columns are referring to 3G, not 4G

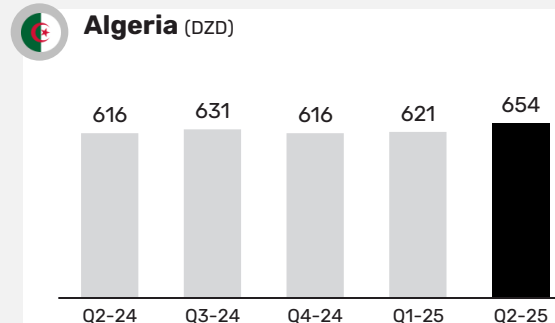
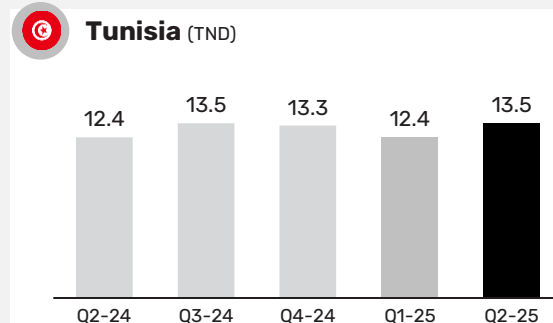
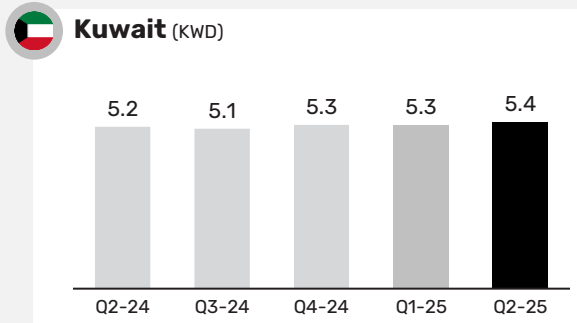
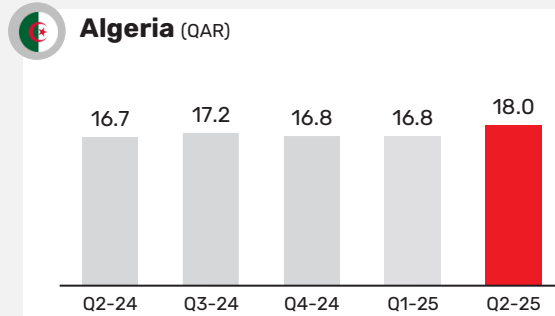
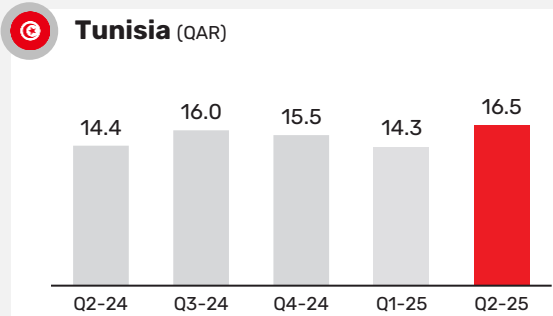
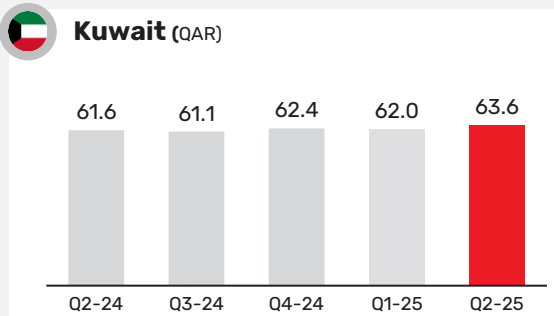
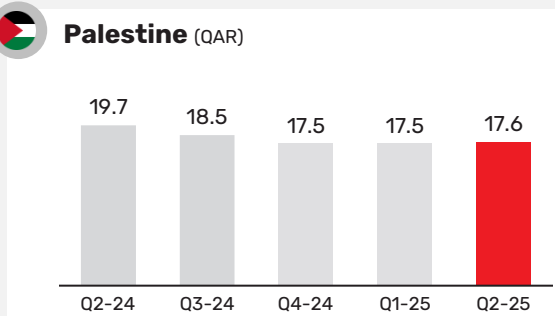
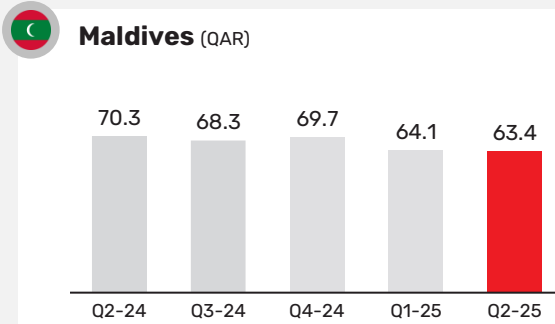
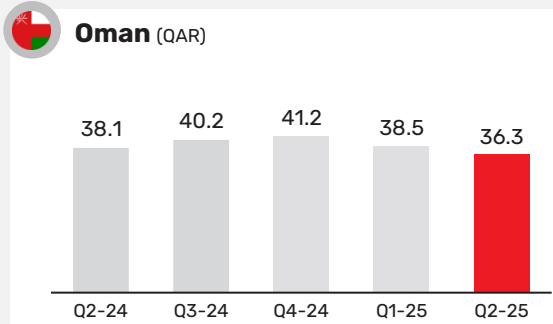
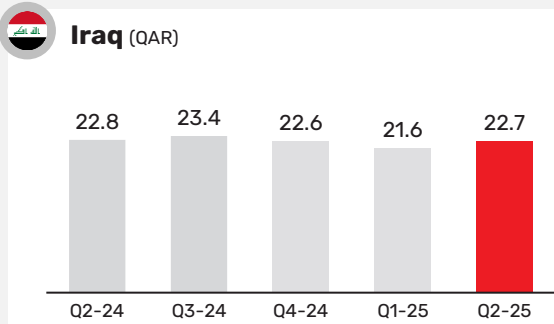
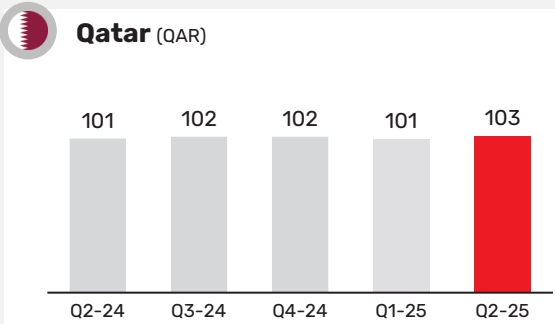
KPIs Commercial: H1 2025



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%	-	39	10,160	1,377	97%	50%	1	10%
Iraq	8%		46	11,483	4,428	60%	56%	2	2%
Kuwait	2%	2%	49	2,145	1,570	52%	26%	3	30%
Maldives	4%	1%	45	227	242	39%	44%	4	24%
Oman	3%	3%	12	1,237	993	51%	27%	4	29%
Qatar	6%	2%	41	1,621	1,262	86%	67%	8	39%
Tunisia	4%	2%	24	3,089	1,832	40%	34%	4	18%

*RMS figure : YTD as per latest available quarter for each Opc. Algeria, Iraq and Oman RMS are bilateral vs Djezzy, Zain and Omantel respectively

Blended ARPU



Opcos general licence information



Fixed Licence

Country	Issuance date	Expiry date
Qatar*	7 October 2007	6 October 2032
Kuwait**	29 January 2011	Indefinite
Iraq	--	--
Oman	8 June 2009	7 June 2034
Algeria	--	--
Tunisia	May 2012	May 2027
Indonesia	17 March 2003	Indefinite
Maldives	18 August 2015 (VOIP)	31 January 2035
Palestine	--	--

Mobile Licence

Issuance date	Expiry date
7 October 2007	6 October 2027
13 October 1997 5G: 9 June 2017	Indefinite Indefinite
30 August 2007	29 August 2030
23 February 2020	22 February 2035
2G: 14 January 2004 3G: 02 December 2013 4G: 04 September 2016 5G: September 2025	2G: 13 March 2029 3G: 01 December 2028 4G: 03 September 2031 5G: September 2040 (+5 years extension)
2G: 14 May 2017 3G: 24 May 2012 4G: 15 March 2016 5G: 21 January 2025	2G: 13 May 2027 3G: 23 May 2027 4G: 14 March 2031 5G: 20 January 2040
March 1993	Indefinite
1 February 2020 (15 yr extension to existing license)	31 January 2035
14 March 2007	9 September 2041

• * For Qatar, 5G spectrum allocation (as any other spectrum allocation) expires with the OQ mobile license – October 2027
• ** For Kuwait: Till the unified licensing regime is finalized

Statutory corporate income tax (CIT) rates

Country	Statutory CIT rate	Losses Carry Forward Allowed	Comments
Qatar	10%	5 years	<ul style="list-style-type: none"> . 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 . As of January 1st 2025, Qatar has implemented Pillar 2 minimum 15% Effective tax Rate (ETR) for Group companies exceeding 750m EUR revenues
Iraq	15%	5 years	
Algeria	26%	4 years	
Tunisia	15% 35%		<ul style="list-style-type: none"> . 15% standard CIT rate + 3% Social Solidarity Contribution Fee . 35% CIT rate applies to oil companies, banks, financial institutions and telecommunication companies + 1% Social Solidarity Contribution Fee (total of 36%)
Oman	15%	5 years	<ul style="list-style-type: none"> . As of January 1st 2025, Oman has implemented Pillar 2 minimum 15% ETR for Group companies exceeding 750m EUR revenues
Kuwait	15%	3 years	<ul style="list-style-type: none"> . GCC companies (including NMTC) are exempted from CIT, but are subject to 4.5% Zakat, KFAS & National Labour Support Tax (NLST) on consolidated profits . As of January 1st 2025, Kuwait has implemented Pillar 2 minimum 15% ETR for Group companies exceeding 750m EUR revenues. 3.5% Zakat, & NLST are abolished but 1% KFAS remains in force
Maldives	15%	5 years	
Palestine	20%	5 years	Ooredoo Palestine benefits from a 50% corporate Income tax reduction and is taxed at 10%
Singapore	17%	Indefinitely	

THANK YOU



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