OOREDOO Q.S.C.
MANAGEMENT REPORT ON THE CONSOLIDATED FINANCIAL INFORMATION
FOR THE FULL YEAR ENDED 31 DECEMBER 2014

FINANCIAL REVIEW

1. Customers, Revenue, Net Profit and Earnings per Share

Performance during the full year ended 31 December 2014 is reflected in the figures given below:

I. Group consolidated total customers were 107 million (2013: 96 million)

II. Consolidated Revenue was QAR 33,207 million, a decrease of QAR 644 million, -2% over 2013.

III. Net Profit Attributable to Ooredoo Shareholders was QAR 2,134 million, a decrease of -17% over 2013.

IV. Earnings per Share for 2014 stood at QAR 6.66 (2013: QAR 8.05)

2. Corporate Net Assets

The Group's net assets increased by QAR 892 million from QAR 97,107 million as at 31 December 2013 to QAR 97,999 million as at 31 December 2014.

3. Capital Expenditure

The Group incurred QAR 8,391 million in capital expenditure during FY 2014 (QAR 9,298 million for 2013).

4. Dividends

A cash dividend of QAR 4 per share was proposed to be approved by the Annual General Meeting to be held on 29 March 2015.

5. Capitalization of Reserves, Issue of Bonus Shares and Rights Issue

NA.

6. Strategic Developments

- Ooredoo subsidiary Wataniya Group completed the divestment of Bravo to STC in January. Bravo operates a "Push to Talk" technology-based business which is not core to Ooredoo Group's technology platform strategy
- Re-brand of Wataniya Kuwait to Ooredoo Kuwait: fifth Ooredoo operator to re-brand following Qatar, Algeria, Maldives and Tunisia
- Ooredoo and Rocket Internet announced a strategic partnership to develop online businesses in Asia. eCommerce is a significant growth opportunity in the region adjacent to our traditional core business
- Launch of 3G network in Myanmar in mid-August attracted more than 1 million customers in less than three weeks following launch
- "Nawras" re-branded to "Ooredoo" in October: the seventh operation to use the Ooredoo brand
- Data revenue reached 25% of total group revenue, as customers increasingly consume data based services
- Ooredoo Launches First 4G+ Network In Qatar
- Iraq 3G license (launch post period Jan 2015)

ooredoo
Q.S.C.
10 MAR 2015
P.O.Box :217
DOHA - QATAR

7. Operational Highlights

Ooredoo Qatar

- Customers - 10 percent increase in customer numbers to 3.2 million (2013: 2.9 million)
- Revenue - QAR 7,148 million (2013: QAR 6,590 million)
- EBITDA - QAR 3,448 million (2013: QAR 3,273 million)

International Operations

Key developments in the international operations during the reporting period are enumerated below:

i) **Indosat - Indonesia**

- Customers - 6 percent increase in customer numbers to 63.3 million (2013: 59.7 million)
- Revenue - QAR 7,395 million (2013: QAR 8,371 million)
- EBITDA - QAR 3,279 million (2013: QAR 3,862 million)

ii) **Asiacell - Iraq**

- Customers - 15 percent increase in customer numbers to 12.3 million (2013:10.7 million)
- Revenue - QAR 6,298 million (2013: QAR 7,071 million)
- EBITDA - QAR 2,939 million (2013: QAR 3,629 million)

iii) **Ooredoo (NMTC) - Kuwait, Tunisia, Algeria, Maldives and Palestine**

- Customers - 16 percent increase in customer numbers to 23.2 million (2013: 20 million)
- Revenue - QAR 9,578 million (2013: QAR 9,378 million)
- EBITDA - QAR 3,115 million (2013: QAR 3,608 million)

iv) **Ooredoo Oman**

- Customers - 8 percent increase in customer numbers to 2.6 million (2013: 2.4 million)
- Revenue - QAR 2,231 million (2013: QAR 1,990 million)
- EBITDA - QAR 1,115 million (2013: QAR 933 million)

v) **Ooredoo Myanmar**

- Customers - 2.2 million customers
- Revenue - QAR 189 million
- EBITDA - QAR (357) million

ooredoo Q.S.C. 10 MAR 2015 P.O.Box :217 DOHA - QATAR