ooredoo

OOREDOO Q.S.C.
MANAGEMENT REPORT ON THE CONSOLIDATED FINANCIAL INFORMATION
FOR Q1 ENDED 31 MARCH 2015

FINANCIAL REVIEW

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

Performance during the first quarter ended 31 March 2015 is reflected in the figures given below:

i) Group consolidated total customers were 111 million (Q1 2014: 97 million)

ii) Consolidated Revenue decreased by QAR 66 million (-1%) over Q1 2014 to reach QAR 8,037 million.

iii) Net Profit Attributable to Ooredoo Shareholders decreased to QAR 501 million (-43 %) from QAR 887 million in Q1 2014.

iv) Earnings per Share for Q1 2015 stood at QAR 1.56 (Q1 2014: QAR 2.77)

2. Corporate Net Assets

The Group's net assets decreased by QAR 3,681 million from QAR 97,999 million as at 31 December 2014 to QAR 94,318 million as at 31 March 2015.

3. Capital Expenditure

The Group incurred QAR 1,629 million in capital expenditure during Q1 2015 (QAR 1,946 million for Q1 2014).

4. Dividends

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

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

N/A

6. Strategic Developments

N/A

7. Operational Highlights

<u>Qatar</u>

- Customers - 12 percent increase in customer numbers to 3.3 million (Q1 2014: 2.9 million)
- Revenue - QAR 1,986 million (Q1 2014: QAR 1,706 million)
- EBITDA - QAR 980 million (Q1 2014: QAR 828 million)

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International Operations

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

i) **Indosat - Indonesia**

- Customers - 11 percent increase in customer numbers to 67 million (Q1 2014: 60 million)
- Revenue - QAR 1,732 million (Q1 2014: QAR 1,780 million)
- EBITDA - QAR 786 million (Q1 2014: QAR 851 million)

ii) **Asiacell - Iraq**

- Customers - 4 percent increase in customer numbers to 11.2 million (Q1 2014: 10.8 million)
- Revenue - QAR 1,266 million (Q1 2014: QAR 1,618 million)
- EBITDA - QAR 538 million (Q1 2014: QAR 764 million)

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

- Customers - 15 percent increase in customer numbers to 23.5 million (Q1 2014: 20.5 million)
- Revenue - QAR 2,142 million (Q1 2014: QAR 2,358 million)
- EBITDA - QAR 706 million (Q1 2014: QAR 862 million)

iv) **Ooredoo Oman**

- Customers - 12 percent increase in customer numbers to 2.7 million (Q1 2014: 2.4 million)
- Revenue - QAR 582 million (Q1 2014: QAR 519 million)
- EBITDA - QAR 320 million (Q1 2014: QAR 258 million)

v) **Ooredoo Myanmar**

- Customers - Customers as at Q1 2015 is 3.3 million
- Revenue - QAR 236 million for Q1 2015
- EBITDA - QAR (25) million (Q1 2014: QAR (72) million)