



Ooredoo Group

Capital Markets Day 2014

Welcome, Dr. Nasser Marafih, OG CEO

May 12, 2014



Since we last met – we did some great things...

Squeezed costs –
with more to go!



B2B up and running!



Defended well in Qatar



A
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S

Re-branding



Modernized networks



Launched 3G in Algeria
+ 4G in Qatar, Oman, Maldives and Kuwait



...and made some key investment calls



Exited Bravo



No Bid for Maroc Telecom

M&A / INVESTMENTS



Myanmar:
92 bids, 2 won!



ROCKETINTERNET

Asia e-commerce JV with
Rocket Internet



Conservative on footprint
growth



Industry challenges continue



Newer Models –
LEANER than us

OTTs will get
STRONGER



New Business
Services – LOWER
margins!



C
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Data Traffic:
Growing
EXPONENTIALLY

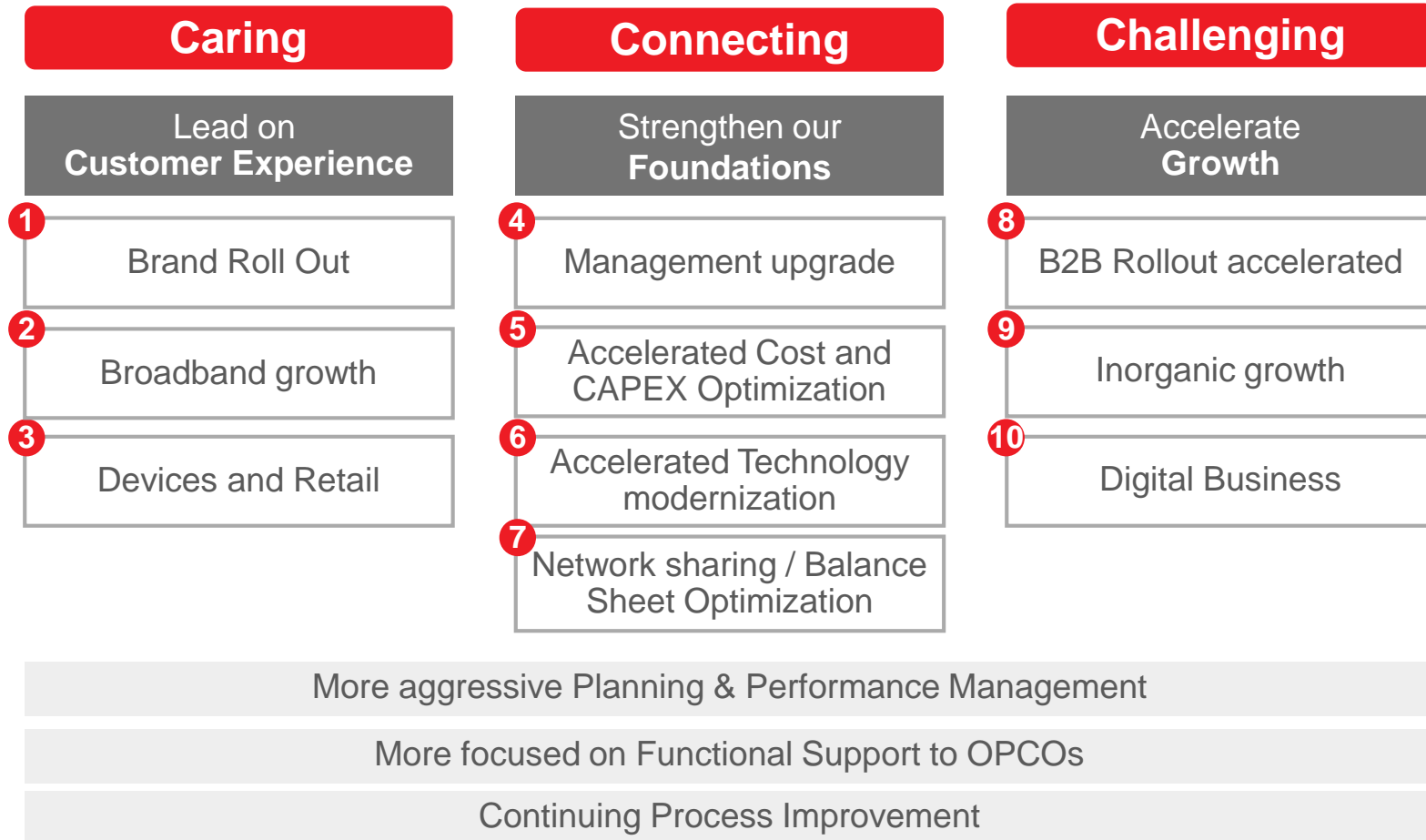
Smartphone GROWTH;
Monetizing Data still
DIFFICULT



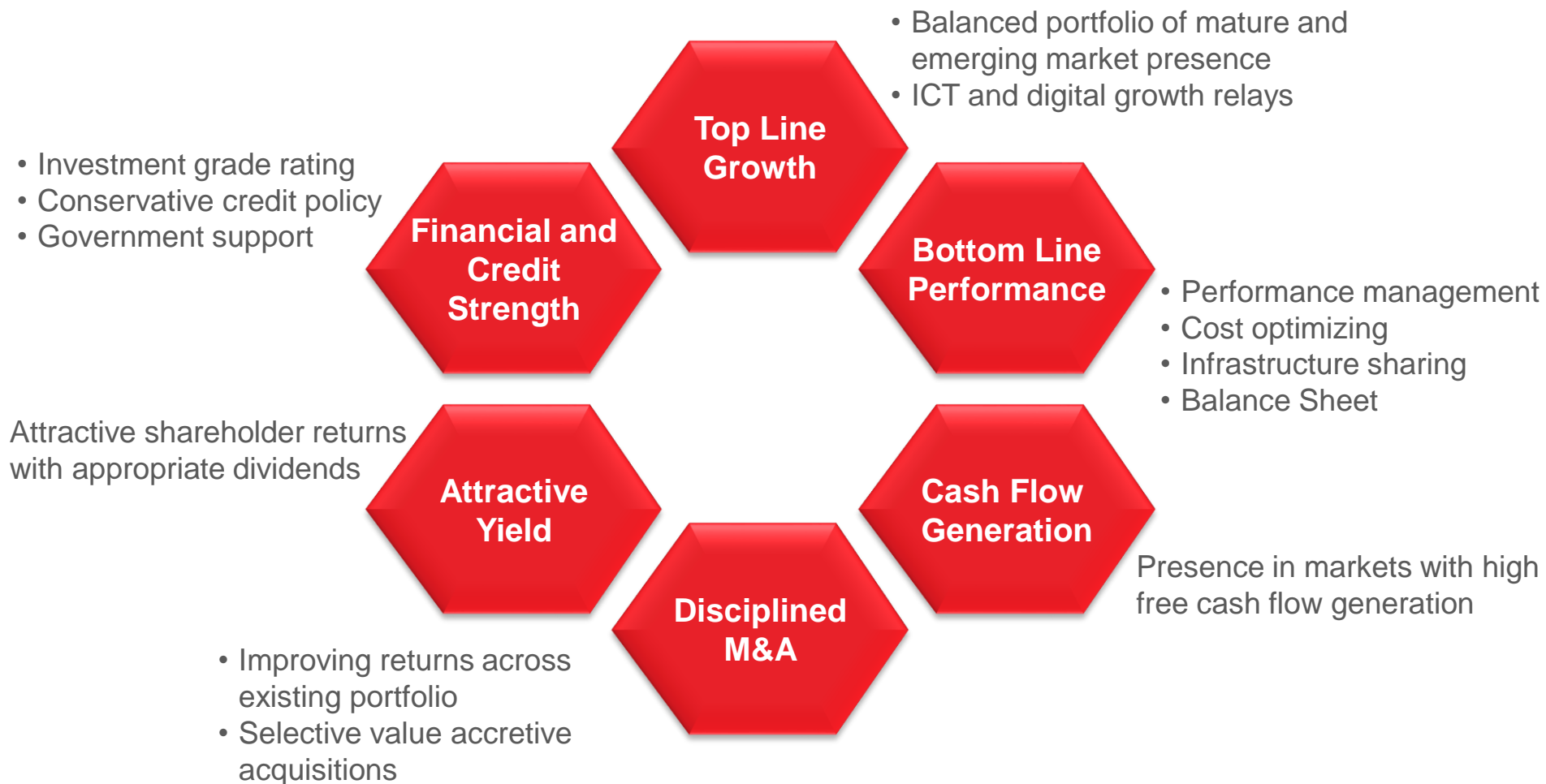
Regulatory
environments -
still TOUGH

The Ooredoo Way: Group strategic framework

The Way



Top reasons to invest in Ooredoo



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- Ooredoo (parent company Ooredoo Q.S.C.) and the group of companies which it forms part of (“Ooredoo Group”) cautions investors that certain statements contained in this document state Ooredoo Group management's intentions, hopes, beliefs, expectations, or predictions of the future and, as such, are forward-looking statements.
- 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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Thank you

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Upcoming
events

2014 1H Results – August 2014 *TBD*