**Ooredoo Qatar**

**Minutes for April 2024 Monthly Meeting**

(Meeting held 27/05/2024)

**Attendees:**

**OG:** Mohammed Abdulla M. A. Al-Thani, Abdulla Ahmed A Al-Zaman, Bilal Kazmi, Najib Khan, Eyas Naif Saleh Assaf, Prakash Kumta Mohandas, Mark John Brownscombe, Tomas Ramirez, Anandi Agnihotri, Fatima Ahmed H R Al-Rumaihi, Sean Borejszo,

Htar Thant Zin, Haseeb Bin Hakim

**OO:** Ali Jabor M J Al-Thani, Eisa Mohammed E. A. Al-Mohannadi, Mustafa Peracha, Günther Ottendorfer, Gary Michael Disley, Freenasp Mobedjina, Michael Ditzel Horup, Ajeeb Omer, Kamran Siddiqui

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| **Minutes** | **Actions** |
| * Sheikh Mohammed chaired and opened the meeting by congradulating the team on a good performance in Apr’24. He praised the team for meeting the company profitablity targets. * Sheikh added that B2B is a challenge and also B2C Postpaid is also flat. He praised that we have started gain on Prepaid. He also suggested that from H2 onwards, we should look for YoY growth since all anomialies like FIFA will be out by then. He emphasised that if we do good in H2 and grow YoY, then we set ourselves up for a better 2025. * Sheikh Ali added that while we are growing that are certain line items where we were behind in Apr and we are not happy about it but market is driving it. * He further added that VFQ has taken positively to our market repair initiatives for B2B2C and seems to follow suit in reducing discounts. * Sheikh Ali also mentioned that this year we are seeing the drop coming a month early. Historically the activity drop used to come Mid May which this year started Mid April. * On B2B, Sheikh Ali said that we need to see how the market develops. * Floor was opened for B2C and Bilal commeneded the team on a job well done. To the question on CVM platform, Mustafa added that by May 27, 2024, all offers will be made live on the platform and then June will be testing month to compare the results and July it will be full rollout. * Mustafa also thank all of OQ team for their extra support in getting platform ready without error and stability issues. * Mustafa then updated the forum that VFQ, after Q1,24 results, is in panic and they are going extremely aggressive on BTL however OQ will follow its own plan. * Home broadband, OQ is holding the fort and we should see some positivies on ARPU since both VFQ and OQ are increasing the prices by QAR 20 on the base plan. VFQ from QAR 279 to QAR 299 and OQ from QAR 300 to QAR 320. * Forum appreciated OQ’s market repair efforts. Bilal then asked about the 9 additional headcounts that are needed in the CVM function. Based on discussion, Sheikh Ali and Mustafa will take this offline to see what can be done. * Najib took over and said that all is good so far in B2B and he believe that based on current situation Budget should be achieved. However within B2B, Govt. sector is dropping. * Sheikh Ali mentioned that they will focus on energy/pertroleum sector for now but Govt. will soon invest in ICT but timing is not confirm hence the focus on Pertoleum sector. * Sheikh Ali also mentioned that he would like OG to play a bigger role in aligning Fintech and OPCO interations on higher strategic level initiatives like price moves, since they impact the customer experience on their part as Brand is still the same. * He mentioned that Fintech increased the transaction price without OQ alignment and then Abdulla (GCFO) had to intervene on OG behalf to sort this. Action item on this was taken by Sean to build the governance around it. * Sheikh Mohammed told the team to keep on pushing forward and if they need help in keeping the growth going do ask OG for any support.   Q&A slides are shared in the email along with the MoM for reference. | 1. Look into creating a governance structure for Fintech interaction with OG and OPCO on strategic items like, pricing moves, brand campaigns etc. since these impact customer experience and revenues etc. for OPCO. (Sean) |