

Operating Results by Operations in QR Millions



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
OOREDOO GROUP						
Revenue	8,187.5	8,025.6	8,351.5	8,629.0	8,708.1	8,441.6
Wireless	7,200.2	7,110.4	7,397.4	7,664.9	7,679.6	7,414.9
Wireline	987.3	915.2	954.1	964.1	1,028.5	1,026.8
EBITDA	3,858.9	3,832.7	3,965.4	3,866.9	3,887.5	3,715.6
% EBITDA	47%	48%	47%	45%	45%	44%
NET PROFIT	900.2	1,256.9	1,117.1	1,623.3	657.1	1,072.4
Net Profit to Ooredoo shareholders	456.2	711.4	640.7	1,068.8	525.7	808.4
Capex	1,906.1	1,307.3	1,711.7	1,210.2	3,086.5	1,341.6
Qatar						
Revenue	1,460.3	1,501.9	1,566.9	1,575.8	1,575.5	1,575.2
Wireless	918.2	971.3	1,013.8	1,028.6	1,005.8	992.7
Wireline	542.1	530.6	553.0	547.3	569.7	582.6
EBITDA	707.5	798.0	847.7	809.9	793.8	771.0
% EBITDA	48%	53%	54%	51%	50%	49%
NET PROFIT	291.3	377.7	388.0	382.5	381.4	374.8
Capex	329.2	88.4	144.2	145.8	106.4	58.3
Indonesia						
Revenue	2,112.4	1,998.4	2,097.6	2,348.7	2,359.3	2,174.8
Wireless	1,685.9	1,636.4	1,726.6	1,962.4	1,938.8	1,774.3
Wireline	426.5	362.0	371.0	386.3	420.5	400.5
EBITDA	1,028.0	989.9	1,115.4	1,112.5	1,202.3	1,043.6
% EBITDA	49%	50%	53%	47%	51%	48%
NET PROFIT	(51.4)	16.2	16.6	686.1	(495.7)	17.0
Capex	816.7	480.0	816.1	423.9	1,839.4	647.2
Iraq						
Revenue-Wireless	1,602.9	1,637.9	1,689.5	1,713.1	1,837.6	1,729.7
EBITDA	977.0	915.4	922.4	873.5	978.1	899.7
% EBITDA	61%	56%	55%	51%	53%	52%
NET PROFIT	497.9	483.3	478.3	472.4	534.4	446.7
Capex	207.9	122.1	279.3	220.0	194.4	91.4
Oman						
Revenue	500.6	461.4	477.4	462.2	506.1	474.7
Wireless	481.9	438.8	447.3	431.7	467.8	431.0
Wireline	18.7	22.6	30.1	30.5	38.3	43.7
EBITDA	253.3	228.6	227.8	197.1	248.8	219.1
% EBITDA	51%	50%	48%	43%	49%	46%
NET PROFIT	112.8	92.8	91.6	68.6	97.1	72.4
Capex	144.3	36.7	59.3	100.0	385.8	105.0
WATANIYA GROUP						
Revenue	2,478.4	2,369.7	2,461.8	2,477.9	2,374.0	2,391.9
EBITDA	1,047.9	1,015.1	1,005.8	1,002.1	822.7	936.2
% EBITDA	42%	43%	41%	40%	35%	39%
NET PROFIT	261.9	428.4	277.6	264.1	144.1	350.3
Capex	397.4	561.6	396.7	304.1	539.6	423.1
Kuwait						
Revenue-Wireless	768.6	760.3	737.1	752.1	630.8	678.2
EBITDA	337.6	322.1	267.8	257.6	253.6	217.2
% EBITDA	44%	42%	36%	34%	40%	32%
NET PROFIT	261.3	203.9	178.4	159.1	115.2	122.3
Capex	120.6	83.7	101.8	55.9	49.1	142.3
Tunisia						
Revenue-Wireless	732.8	645.9	674.3	682.9	630.2	613.0
EBITDA	416.6	379.7	386.0	395.4	189.3	309.1
% EBITDA	57%	59%	57%	58%	30%	50%
NET PROFIT	192.1	184.4	183.5	188.5	(5.2)	124.7
Capex	154.6	137.6	77.7	96.5	273.8	65.0
Algeria						
Revenue-Wireless	793.3	799.6	877.4	872.4	929.5	925.8
EBITDA	279.5	318.2	345.6	348.9	360.8	371.1
% EBITDA	35%	40%	39%	40%	39%	40%
NET PROFIT	43.7	120.8	(14.4)	100.5	152.1	134.7
Capex	99.4	274.9	207.4	140.0	200.8	208.1
Saudi Arabia						
Revenue-Wireless	67.8	56.7	56.8	58.0	67.1	58.0
EBITDA	(3.7)	(9.9)	(5.1)	(4.6)	4.7	25.4
% EBITDA	-5%	-17%	-9%	-8%	7%	44%
NET PROFIT	(35.3)	18.0	(81.4)	(31.1)	101.6	7.2
Capex	(0.3)	0.0	0.0	0.0	0.2	0.2
Maldives						
Revenue-Wireless	30.2	34.8	38.3	33.0	40.0	42.8
EBITDA	4.6	6.7	10.1	3.9	13.0	14.3
% EBITDA	15%	19%	26%	12%	32%	33%
NET PROFIT	(8.5)	(10.4)	(5.3)	(10.6)	(2.9)	(1.5)
Capex	11.6	8.5	2.5	3.6	2.4	2.0
Palestine						
Revenue-Wireless	72.3	72.5	77.6	78.9	77.4	74.2
EBITDA	3.2	3.0	6.6	6.1	7.0	4.5
% EBITDA	4%	4%	9%	8%	9%	6%
NET PROFIT	(4.4)	(23.0)	(19.0)	(19.5)	(25.2)	(22.9)
Capex	11.2	54.9	6.0	7.7	12.9	5.6
WI-TRIBE GROUP						
Revenue-Wireless	29.4	29.8	30.9	34.2	35.8	48.1
EBITDA	(6.3)	(8.3)	(7.4)	4.8	4.5	20.1
% EBITDA	-22%	-28%	-24%	14%	13%	42%
NET PROFIT	(72.9)	(53.3)	(62.4)	(171.5)	(184.0)	(15.1)
Capex	22.7	10.5	10.0	7.5	20.6	1.5

Note: 1. Ooredoo Group reflects the consolidated results including share in associates and intra-group adjustments.
2. wi-Tribe Group includes results of Pakistan, Jordan and the holding company wi-tribe Limited.

Revenue Breakdown in QR Millions



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
WIRELESS REVENUE						
Qatar						
Postpaid	393.3	427.5	448.7	470.6	446.5	440.4
Prepaid	505.1	511.2	533.9	509.3	528.1	517.1
Other Revenue	19.8	32.6	31.3	48.7	31.2	35.1
Total	918.2	971.3	1,013.8	1,028.6	1,005.8	992.7
Oman						
Postpaid	134.9	122.0	124.7	122.4	121.9	116.8
Prepaid	333.0	300.6	310.6	297.8	330.9	300.5
Other Revenue	14.0	16.2	12.0	11.5	15.0	13.7
Total	481.9	438.8	447.3	431.6	467.8	431.0
Others						
Wataniya (Consolidated)	2,478.4	2,369.7	2,461.8	2,477.9	2,374.0	2,391.9
Asiacell	1,602.9	1,637.9	1,689.5	1,713.1	1,837.6	1,729.7
Indosat	1,685.9	1,636.4	1,726.6	1,962.4	1,938.8	1,774.3
Others / Group elimination	17.4	60.8	63.2	55.7	41.8	95.2
Total Wireless	7,184.7	7,115.0	7,402.2	7,669.3	7,665.7	7,414.8
WIRELINE REVENUE						
Qatar						
Fixed Line	249.5	255.1	251.7	250.0	250.8	249.3
Internet	169.3	160.3	169.1	174.8	179.3	195.3
Triple Play	39.5	41.9	48.2	53.6	58.5	61.7
Other Revenue	83.8	73.3	84.1	68.9	81.1	76.2
	542.0	530.6	553.0	547.3	569.7	582.6
Oman						
Fixed Line	11.6	14.0	17.5	19.4	24.2	27.6
Other Revenue	7.1	8.6	12.6	11.1	14.1	16.2
	18.7	22.6	30.1	30.6	38.3	43.8
Indonesia	426.5	362.0	371.0	386.3	420.5	400.5
Total Wireline	987.2	915.2	954.2	964.1	1,028.5	1,026.8
TOTAL GROUP REVENUE	8,171.9	8,030.2	8,356.4	8,633.4	8,694.2	8,441.6

Customers - Ooredoo	31-Dec-11	31-Mar-12	30-Jun-12	30-Sep-12	31-Dec-12	31-Mar-13
GSM-Postpaid	270,456	277,821	283,257	291,245	291,149	300,555
GSM Prepaid	1,726,587	1,742,084	1,745,164	1,752,057	1,822,273	1,930,732
Wireless Broadband	72,525	80,086	87,475	92,319	92,833	91,074
Fixed Line	305,969	309,629	316,131	318,411	323,691	328,810
Internet Dial up	5,272	5,067	4,874	4,758	4,831	4,484
Internet DSL	160,851	164,824	167,262	175,242	181,210	186,683
Internet VPN/MPLS & Dedicated Acc	1,257	1,288	1,356	1,383	1,411	1,706
Triple play	55,186	59,879	66,141	70,433	75,567	79,302

Total Customers by Operation (number)



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
QATAR						
Postpaid	270,456	277,821	283,257	291,245	291,149	300,555
Prepaid	1,726,587	1,742,084	1,745,164	1,752,057	1,822,273	1,930,732
Wireless Broadband	72,525	80,086	87,475	92,319	92,833	91,074
Fixed Line	305,969	309,629	316,131	318,411	323,691	328,810
Total Customers	2,375,537	2,409,620	2,432,027	2,454,032	2,529,946	2,651,171
INDONESIA						
Postpaid	655,579	610,887	619,742	597,878	592,703	634,678
Prepaid	51,057,036	51,455,689	50,294,298	54,854,092	57,871,850	55,307,047
Fixed Line	228,884	197,174	211,345	202,259	174,339	142,892
Total Customers	51,941,499	52,263,750	51,125,385	55,654,229	58,638,892	56,084,617
IRAQ						
Prepaid	8,978,656	9,389,277	9,532,106	9,793,106	10,029,661	10,261,238
OMAN						
Postpaid	173,274	171,980	175,469	177,747	179,182	182,090
Prepaid	1,759,787	1,783,639	1,815,846	1,913,200	1,969,586	2,000,831
Fixed Line	27,175	32,857	36,787	38,018	44,261	51,532
Total Customers	1,960,236	1,988,476	2,028,102	2,128,965	2,193,029	2,234,453
WATANIYA GROUP						
Postpaid	1,128,709	1,179,192	1,228,670	1,434,289	1,733,315	1,844,272
Prepaid	16,594,353	16,792,796	16,931,140	17,303,087	17,398,759	17,531,637
Wireless Broadband	123,987	120,451	116,303	109,386	98,928	69,164
Total Customers	17,847,049	18,092,439	18,276,113	18,846,762	19,231,002	19,445,073
KUWAIT						
Postpaid	230,052	244,967	264,159	294,288	295,341	304,781
Prepaid	1,623,108	1,585,623	1,581,434	1,631,371	1,663,763	1,634,487
Wireless Broadband	104,553	98,701	93,066	84,800	72,639	40,721
Total Customers	1,957,713	1,929,291	1,938,659	2,010,459	2,031,743	1,979,989
TUNISIA						
Postpaid	177,801	186,257	202,605	209,403	220,075	229,142
Prepaid	6,441,869	6,632,986	6,684,004	6,848,281	6,969,481	7,016,548
Total Customers	6,619,670	6,819,243	6,886,609	7,057,684	7,189,556	7,245,690
ALGERIA						
Postpaid	515,120	527,091	532,300	712,369	992,206	1,085,039
Prepaid	7,989,659	7,989,575	8,017,371	8,151,585	8,066,944	8,161,599
Total Customers	8,504,779	8,516,666	8,549,671	8,863,954	9,059,150	9,246,638
SAUDI ARABIA						
Postpaid	156,212	165,580	169,658	157,110	164,324	166,000
MALDIVES						
Postpaid	7,720	8,278	9,002	9,570	10,525	11,153
Prepaid	116,557	119,666	130,487	131,856	139,182	147,512
Wireless Broadband	19,434	21,750	23,237	24,586	26,289	28,443
Total Customers	143,711	149,694	162,726	166,012	175,996	187,108
PALESTINE						
Postpaid	41,804	47,019	50,946	51,549	50,844	48,157
Prepaid	423,160	464,946	517,844	539,994	559,389	571,491
Total Customers	464,964	511,965	568,790	591,543	610,233	619,648
PAKISTAN						
Fixed Wireless	162,515	178,783	197,151	193,636	205,884	207,846
JORDAN						
Fixed Wireless	20,061	20,429	20,541	19,853	0	0
PHILIPPINES						
Fixed Wireless	66,454	78,425	85,644	82,302	78,737	73,426
Total Consolidated Customers	83,352,007	84,421,199	83,697,069	89,172,885	92,907,151	90,957,824

Consolidated Customers Status at 31 March 2013

Customers	Qatar	Indonesia	Iraq	Oman	Kuwait	Tunisia	Algeria	Saudi	Maldives	Palestine	Pakistan	Philippines	Total Active Customers
POST-PAID	300,555	634,678	-	182,090	304,781	229,142	1,085,039	166,000	11,153	48,157	-	-	2,961,595
PREPAID	1,930,732	55,307,047	10,261,238	2,000,831	1,634,487	7,016,548	8,161,599	-	147,512	571,491	-	-	87,031,405
WIRELESS BROADBAND	91,074	-	-	-	40,721	-	-	-	28,443	-	-	-	160,238
FIXED LINE	328,810	142,892	-	51,532	-	-	-	-	-	-	-	-	523,234
FIXED WIRELESS	-	-	-	-	-	-	-	-	-	-	207,846	73,426	281,272
Total Customers	2,651,171	56,084,617	10,261,238	2,234,453	1,979,989	7,245,690	9,246,638	166,000	187,108	619,648	207,846	73,426	90,957,824
OWNERSHIP	100.0%	65.0%	64.1%	55.0%	92.1%	84.1%	74.4%	92.1%	92.1%	45.8%	86.1%	40.0%	
PROPORTIONAL CUSTOMERS	2,651,171	36,455,001	6,573,349	1,228,949	1,823,716	6,092,215	6,879,151	152,898	172,340	283,960	178,955	29,370	62,521,077

Quarterly ARPU by Operation in Qatari Riyal



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
QATAR						
Postpaid	443.9	464.9	470.2	482.9	443.1	406.9
Prepaid	98.3	98.9	102.2	97.6	98.6	83.6
Wireless Broadband	167.9	166.2	181.7	181.8	187.6	208.3
BLENDED ARPU-Net						0.0
BLENDED ARPU	145.2	149.5	154.3	153.2	148.7	130.4
Fixed Line	143.3	145.0	145.2	130.2	128.9	130.2
INDONESIA						
Postpaid	75.8	73.7	74.7	73.4	69.4	61.8
Prepaid	9.3	9.2	9.2	10.0	9.2	9.9
BLENDED ARPU	10.2	10.0	10.0	10.8	9.9	10.5
Fixed Wireless	17.3	19.2	10.0	7.8	7.3	7.3
IRAQ						
Prepaid	60.1	59.2	59.2	58.8	61.6	58.3
OMAN						
Postpaid	252.4	229.8	235.7	225.7	225.3	222.9
Prepaid	63.3	57.0	57.6	53.2	56.7	53.0
Wireless Broadband						0.0
BLENDED ARPU	80.4	72.4	73.2	68.2	70.8	67.2
Fixed Line	164.7	142.3	159.1	161.6	184.5	198.7
KUWAIT						
Postpaid	369.5	340.5	330.5	303.2	268.3	277.8
Prepaid	83.6	79.8	75.6	68.5	66.5	68.0
Wireless Broadband	115.2	114.1	108.1	91.1	72.9	91.6
BLENDED ARPU	118.8	113.7	110.7	102.9	96.2	100.4
TUNISIA						
Postpaid	105.9	94.0	91.1	80.1	76.8	77.0
Prepaid	33.2	28.9	29.5	28.7	26.2	27.4
BLENDED ARPU	35.1	30.7	31.2	30.2	27.7	28.9
ALGERIA						
Postpaid	100.9	95.3	95.1	79.3	58.7	50.4
Prepaid	26.2	26.8	29.6	29.0	30.8	30.6
BLENDED ARPU	30.6	31.0	33.7	32.6	33.6	32.9
SAUDI ARABIA						
Postpaid	102.5	112.6	108.5	111.4	123.9	103.0
MALDIVES						
Postpaid	189.9	183.9	197.4	163.5	149.6	151.9
Prepaid	32.3	31.1	36.3	33.7	37.8	37.2
Wireless Broadband	47.4	44.1	46.9	43.0	45.9	57.1
BLENDED ARPU	42.9	41.2	46.6	42.4	45.5	47.1
PALESTINE						
Postpaid	109.6	111.3	105.2	104.3	94.4	99.4
Prepaid	35.7	33.2	32.8	30.2	29.9	29.9
BLENDED ARPU	43.9	40.3	39.3	36.6	35.4	35.4
PAKISTAN						
Wimax	36.4	33.3	34.0	36.2	37.2	36.9
JORDAN						
Wimax	78.9	69.3	73.7	68.6	0.0	0.0
PHILIPPINES						
Wimax	66.3	53.2	50.6	49.0	49.9	49.5

	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
OOREDOO GROUP						
Revenue	2,249.3	2,204.8	2,294.3	2,370.7	2,392.3	2,319.1
Wireless	1,978.1	1,953.4	2,032.2	2,105.8	2,109.8	2,037.0
Wireline	271.2	251.4	262.1	264.9	282.5	282.1
EBITDA	1,060.1	1,052.9	1,089.4	1,062.3	1,068.0	1,020.8
% EBITDA	47%	48%	47%	45%	45%	44%
NET PROFIT	247.3	345.3	306.9	446.0	180.5	294.6
Net Profit to Ooredoo shareholders	125.3	195.4	176.0	293.6	144.4	222.1
Capex	523.6	359.2	470.2	332.5	847.9	368.6
Qatar						
Revenue	401.2	412.6	430.4	433.0	432.8	432.7
Wireless	252.3	266.8	278.5	282.6	276.3	272.7
Wireline	148.9	145.8	151.9	150.4	156.5	160.0
EBITDA	194.4	219.2	232.9	222.5	218.1	211.8
% EBITDA	48%	53%	54%	51%	50%	49%
NET PROFIT	80.0	103.8	106.6	105.1	104.8	103.0
Capex	90.4	24.3	39.6	40.1	29.2	16.0
Indonesia						
Revenue	580.4	549.1	576.2	645.2	648.1	597.5
Wireless	463.2	449.6	474.3	539.1	532.6	487.5
Wireline	117.2	99.5	101.9	106.1	115.5	110.0
EBITDA	282.4	272.0	306.4	305.6	330.3	286.7
% EBITDA	49%	50%	53%	47%	51%	48%
NET PROFIT	(14.1)	4.5	4.6	188.5	(136.2)	4.7
Capex	224.4	131.9	224.2	116.4	505.3	177.8
Iraq						
Revenue-Wireless	440.3	450.0	464.1	470.6	504.8	475.2
EBITDA	268.4	251.5	253.4	240.0	268.7	247.2
% EBITDA	61%	56%	55%	51%	53%	52%
NET PROFIT	136.8	132.8	131.4	129.8	146.8	122.7
Capex	57.1	33.5	76.7	60.5	53.4	25.1
Oman						
Revenue	137.5	126.7	131.2	127.0	139.0	130.4
Wireless	132.4	120.5	122.9	118.6	128.5	118.4
Wireline	5.1	6.2	8.3	8.4	10.5	12.0
EBITDA	69.6	62.8	62.6	54.1	68.4	60.2
% EBITDA	51%	50%	48%	43%	49%	46%
NET PROFIT	31.0	25.5	25.2	18.8	26.7	19.9
Capex	39.6	10.1	16.3	27.5	106.0	28.9
WATANIYA GROUP						
Revenue	680.9	651.0	676.3	680.7	652.2	657.1
EBITDA	287.9	278.9	276.3	275.3	226.0	257.2
% EBITDA	42%	43%	41%	40%	35%	39%
NET PROFIT	71.9	117.7	76.3	72.6	39.6	96.2
Capex	109.2	154.3	109.0	83.5	148.2	116.2
Kuwait						
Revenue-Wireless	211.1	208.9	202.5	206.6	173.3	186.3
EBITDA	92.7	88.5	73.6	70.8	69.7	59.7
% EBITDA	44%	42%	36%	34%	40%	32%
NET PROFIT	71.8	56.0	49.0	43.7	31.6	33.6
Capex	33.1	23.0	28.0	15.4	13.5	39.1
Tunisia						
Revenue-Wireless	201.3	177.4	185.2	187.6	173.1	168.4
EBITDA	114.4	104.3	106.0	108.6	52.0	84.9
% EBITDA	57%	59%	57%	58%	30%	50%
NET PROFIT	52.8	50.7	50.4	51.8	(1.4)	34.3
Capex	42.5	37.8	21.3	26.5	75.2	17.8
Algeria						
Revenue-Wireless	217.9	219.7	241.1	239.7	255.4	254.3
EBITDA	76.8	87.4	95.0	95.8	99.1	102.0
% EBITDA	35%	40%	39%	40%	39%	40%
NET PROFIT	12.0	33.2	(3.9)	27.6	41.8	37.0
Capex	27.3	75.5	57.0	38.5	55.2	57.2
Saudi Arabia						
Revenue-Wireless	18.6	15.6	15.6	15.9	18.4	15.9
EBITDA	(1.0)	(2.7)	(1.4)	(1.3)	1.3	7.0
% EBITDA	-5%	-17%	-9%	-8%	7%	44%
NET PROFIT	(9.7)	5.0	(22.4)	(8.5)	27.9	2.0
Capex	(0.1)	0.0	0.0	0.0	0.1	0.1
Maldives						
Revenue-Wireless	8.3	9.6	10.5	9.1	11.0	11.8
EBITDA	1.3	1.9	2.8	1.1	3.6	3.9
% EBITDA	15%	19%	26%	12%	33%	33%
NET PROFIT	(2.3)	(2.8)	(1.5)	(2.9)	(0.8)	(0.4)
Capex	3.2	2.3	0.7	1.0	0.7	0.5
Palestine						
Revenue-Wireless	19.9	19.9	21.3	21.7	21.3	20.4
EBITDA	0.9	0.8	1.8	1.7	1.9	1.2
% EBITDA	4%	4%	8%	8%	9%	6%
NET PROFIT	(1.2)	(6.3)	(5.2)	(5.4)	(6.9)	(6.3)
Capex	3.1	15.1	1.6	2.1	3.5	1.5
WI-TRIBE GROUP						
Revenue-Wireless	8.1	8.2	8.5	9.4	9.8	13.2
EBITDA	(1.7)	(2.3)	(2.0)	1.3	1.2	5.5
% EBITDA	-22%	-28%	-24%	14%	13%	42%
NET PROFIT	(20.0)	(14.6)	(17.1)	(47.1)	(50.5)	(4.1)
Capex	6.2	2.9	2.7	2.1	5.7	0.4

Notes: 1. Ooredoo Group reflects the consolidated results including share in associates and intra-group adjustments.
2. Conversion rate used: 1 USD = 3.64 QAR

Revenue Breakdown in USD Millions



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
WIRELESS REVENUE						
Qatar						
Postpaid	108.0	117.5	123.3	129.3	122.7	121.0
Prepaid	138.8	140.4	146.7	139.9	145.1	142.1
Other Revenue	5.5	9.0	8.6	13.4	8.6	9.7
Total	252.3	266.8	278.5	282.6	276.3	272.7
Oman						
Postpaid	37.1	33.5	34.3	33.6	33.5	32.1
Prepaid	91.5	82.6	85.3	81.8	90.9	82.5
Other Revenue	3.8	4.4	3.3	3.2	4.1	3.8
Total	132.4	120.6	122.9	118.6	128.5	118.4
Others						
Wataniya (Consolidated)	680.9	651.0	676.3	680.7	652.2	657.1
Asiacell	440.3	450.0	464.1	470.6	504.8	475.2
Indosat	463.2	449.6	474.3	539.1	532.6	487.5
Others / Group elimination	4.8	16.7	17.4	15.3	11.5	26.1
Total Wireless	1,973.8	1,954.7	2,033.6	2,107.0	2,106.0	2,037.0
WIRELINE REVENUE						
Qatar						
Fixed Line	68.5	70.1	69.1	68.7	68.9	68.5
Internet	46.5	44.0	46.4	48.0	49.3	53.7
Triple Play	10.8	11.5	13.2	14.7	16.1	17.0
Other Revenue	23.0	20.1	23.1	18.9	22.3	20.9
	148.9	145.8	151.9	150.4	156.5	160.0
Oman						
Fixed Line	3.2	3.8	4.8	5.3	6.7	7.6
Other Revenue	1.9	2.4	3.5	3.1	3.9	4.4
	5.1	6.2	8.3	8.4	10.5	12.0
Indonesia	117.2	99.5	101.9	106.1	115.5	110.0
Total Wireline	271.2	251.4	262.1	264.9	282.5	282.1
TOTAL GROUP REVENUE	2,245.0	2,206.1	2,295.7	2,371.8	2,388.5	2,319.1

Customers - Ooredoo	31-Dec-11	31-Mar-12	30-Jun-12	30-Sep-12	31-Dec-12	31-Mar-13
GSM-Postpaid	270,456	277,821	283,257	291,245	291,149	300,555
GSM Prepaid	1,726,587	1,742,084	1,745,164	1,752,057	1,822,273	1,930,732
Wireless Broadband	72,525	80,086	87,475	92,319	92,833	91,074
Fixed Line	305,969	309,629	316,131	318,411	323,691	328,810
Internet Dial up	5,272	5,067	4,874	4,758	4,831	4,484
Internet DSL	160,851	164,824	167,262	175,242	181,210	186,683
Internet VPN/MPLS & Dedicated Access	1,257	1,288	1,356	1,383	1,411	1,706
Triple play	55,186	59,879	66,141	70,433	75,567	79,302

Quarterly ARPU by Operation in US Dollar



	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q1 2013
QATAR						
Postpaid	122.0	127.7	129.2	132.7	121.7	111.8
Prepaid	27.0	27.2	28.1	26.8	27.1	23.0
Wireless Broadband	46.1	45.7	49.9	49.9	51.5	57.2
BLENDED ARPU	39.9	41.1	42.4	42.1	40.9	35.8
Fixed Line	39.4	39.8	39.9	35.8	35.4	35.8
INDONESIA						
Postpaid	20.8	20.2	20.5	20.2	19.1	17.0
Prepaid	2.5	2.5	2.5	2.8	2.5	2.7
BLENDED ARPU	2.8	2.7	2.8	3.0	2.7	2.9
Fixed Wireless	4.8	5.3	2.7	2.1	2.0	2.0
IRAQ						
Prepaid	16.5	16.3	16.3	16.2	16.9	16.0
OMAN						
Postpaid	69.3	63.1	64.8	62.0	61.9	61.2
Prepaid	17.4	15.7	15.8	14.6	15.6	14.6
BLENDED ARPU	22.1	19.9	20.1	18.7	19.4	18.4
Fixed Line	45.2	39.1	43.7	44.4	50.7	54.6
KUWAIT						
Postpaid	101.5	93.5	90.8	83.3	73.7	76.3
Prepaid	23.0	21.9	20.8	18.8	18.3	18.7
Wireless Broadband	31.6	31.3	29.7	25.0	20.0	25.2
BLENDED ARPU	32.6	31.2	30.4	28.3	26.4	27.6
TUNISIA						
Postpaid	29.1	25.8	25.0	22.0	21.1	21.1
Prepaid	9.1	7.9	8.1	7.9	7.2	7.5
BLENDED ARPU	9.6	8.4	8.6	8.3	7.6	7.9
ALGERIA						
Postpaid	27.7	26.2	26.1	21.8	16.1	13.8
Prepaid	7.2	7.4	8.1	8.0	8.5	8.4
BLENDED ARPU	8.4	8.5	9.3	9.0	9.2	9.0
SAUDI ARABIA						
Postpaid	28.2	30.9	29.8	30.6	34.0	28.3
MALDIVES						
Postpaid	52.2	50.5	54.2	44.9	41.1	41.7
Prepaid	8.9	8.5	10.0	9.3	10.4	10.2
Wireless Broadband	13.0	12.1	12.9	11.8	12.6	15.7
BLENDED ARPU	11.8	11.3	12.8	11.7	12.5	12.9
PALESTINE						
Postpaid	30.1	30.6	28.9	28.6	25.9	27.3
Prepaid	9.8	9.1	9.0	8.3	8.2	8.2
BLENDED ARPU	12.1	11.1	10.8	10.1	9.7	9.7
PAKISTAN						
Wimax	10.0	9.1	9.3	9.9	10.2	10.1
PHILIPPINES						
Wimax	18.2	14.6	13.9	13.5	13.7	13.6

Consolidated Loan and Cash
as of 31 March 2013



(Amounts in QR 000)

Country of Operation	Loan Outstanding as of 31 March 2013									
	Principal amount			2013	2014	2015	2016	2017	Beyond 2017	Total
	Current	Non-current	Total Loan (Gross Amount)							
Qatar	4,551,875	4,699,582	9,251,457	4,551,875	1,968,457	2,731,125	-	-	-	9,251,457
Qatar-QIFL	-	22,759,382	22,759,382	-	3,277,351	-	3,641,500	-	15,840,531	22,759,382
Oman	63,439	259,589	323,028	118,061	60,373	61,906	61,906	20,784	-	323,028
Iraq	419,011	649,173	1,068,184	308,670	461,548	297,966	-	-	-	1,068,184
Algeria	27,517	451,664	479,181	27,517	409,855	41,809	-	-	-	479,181
Maldives	4,370	6,555	10,925	4,370	3,277	3,278	-	-	-	10,925
Palestine	-	325,972	325,972	43,698	13,656	34,139	26,862	68,278	139,339	325,972
Kuwait	255,186	-	255,186	255,186	-	-	-	-	-	255,186
Indonesia	1,729,110	6,385,372	8,114,482	1,502,465	1,284,145	521,257	514,736	657,566	3,634,313	8,114,482
Iraq - Fanoos	-	32,299	32,299	-	-	-	-	-	32,299	32,299
TOTAL	7,050,508	35,569,588	42,620,096	6,811,842	7,478,661	3,691,480	4,245,004	746,628	19,646,482	42,620,096

(Amounts in QR 000)

	Qtel	Nawras	wi-tribe	Asiacell	Wataniya Group	Indosat	Starlink	wi-tribe Asia	Fanoos	Qtel Group	Qtel Asia	Others (SPV's)	Total
Cash and cash equivalents	10,392,870	34,382	20,039	1,444,720	2,094,295	1,078,233	4,141	6	44,041	43	4,973	125,451	15,243,194

(Amounts in USD 000)

Country of Operation	Loan Outstanding as of 31 March 2013									
	Principal amount			2013	2014	2015	2016	2017	Beyond 2017	Total
	Current	Non-current	Total Loan (Gross Amount)							
Qatar	1,250,000	1,290,562	2,540,562	1,250,000	540,562	750,000	-	-	-	2,540,562
Qatar-QIFL	-	6,250,002	6,250,002	-	900,000	-	1,000,000	-	4,350,002	6,250,002
Oman	17,421	71,286	88,707	32,421	16,579	17,000	17,000	5,708	-	88,708
Iraq	115,065	178,271	293,336	84,765	126,747	81,825	-	-	-	293,337
Algeria	7,557	124,032	131,589	7,557	112,551	11,481	-	-	-	131,589
Maldives	1,200	1,800	3,000	1,200	900	900	-	-	-	3,000
Palestine	-	89,516	89,516	12,000	3,750	9,375	7,377	18,750	38,264	89,516
Kuwait	70,077	-	70,077	70,077	-	-	-	-	-	70,077
Indonesia	474,835	1,753,499	2,228,334	412,595	352,642	143,143	141,353	180,576	998,024	2,228,333
Iraq - Fanoos	-	8,870	8,870	-	-	-	-	-	8,870	8,870
TOTAL	1,936,155	9,767,838	11,703,993	1,870,615	2,053,731	1,013,724	1,165,730	205,034	5,395,160	11,703,994

(Amounts in USD 000)

	Qtel	Nawras	wi-tribe	Asiacell	Wataniya Group	Indosat	Starlink	wi-tribe Asia	Fanoos	Qtel Group	Qtel Asia	Others (SPV's)	Total
Cash and cash equivalents	2,854,008	9,442	5,503	396,738	575,119	296,096	1,137	2	12,095	12	1,366	34,451	4,185,968