

Operating Results by Operations in QR Millions



	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	3M 2017	3M 2016
OOREDOO GROUP								
Revenue	7,964.8	7,888.1	8,025.8	8,351.6	8,237.6	8,044.4	8,044.4	7,888.1
EBITDA	3,006.8	3,179.2	3,298.4	3,678.4	3,223.1	3,426.8	3,426.8	3,179.2
% EBITDA	38%	40%	41%	44%	39%	43%	43%	40%
NET PROFIT	408.2	996.0	700.4	490.3	560.7	667.3	667.3	996.0
Net Profit to Ooredoo shareholders	360.1	878.6	583.2	369.9	360.8	584.1	584.1	878.6
Capex	3,114.7	1,070.2	1,341.1	1,230.8	2,340.2	732.1	732.1	1,070.2
Capex/ Revenue (%)	39%	14%	17%	15%	28%	9%	9%	14%
Qatar operation								
Revenue	2,000.0	1,994.3	2,038.5	1,948.8	2,025.0	2,039.4	2,039.4	1,994.3
EBITDA	945.5	940.6	999.1	1,111.1	999.3	1,023.0	1,023.0	940.6
% EBITDA	47%	47%	49%	57%	49%	50%	50%	47%
Capex	441.0	184.9	215.5	214.2	349.6	160.8	160.8	184.9
Capex/ Revenue (%)	22%	9%	11%	11%	17%	8%	8%	9%
Indonesia								
Revenue	1,900.5	1,837.0	1,950.2	2,103.1	2,104.2	1,989.3	1,989.3	1,837.0
EBITDA	812.2	848.2	891.8	997.4	986.1	902.2	902.2	848.2
% EBITDA	43%	46%	46%	47%	47%	45%	45%	46%
Capex	1,229.9	154.5	295.5	326.7	938.3	170.0	170.0	154.5
Capex/ Revenue (%)	65%	8%	15%	16%	45%	9%	9%	8%
Iraq								
Revenue	1,172.9	1,075.7	1,019.8	1,065.9	1,056.0	1,060.8	1,060.8	1,075.7
EBITDA	523.9	490.5	512.3	458.6	461.4	479.0	479.0	490.5
% EBITDA	45%	46%	50%	43%	44%	45%	45%	46%
Capex	173.8	128.9	94.1	87.4	133.2	85.8	85.8	128.9
Capex/ Revenue (%)	15%	12%	9%	8%	13%	8%	8%	12%
Oman								
Revenue	641.8	646.5	651.1	675.1	666.1	661.7	661.7	646.5
EBITDA	314.8	353.6	341.6	373.9	335.4	350.0	350.0	353.6
% EBITDA	49%	55%	52%	55%	50%	53%	53%	55%
Capex	175.4	74.5	153.8	129.4	249.0	110.2	110.2	74.5
Capex/ Revenue (%)	27%	12%	24%	19%	37%	17%	17%	12%
Myanmar								
Revenue	282.6	333.5	383.4	388.1	364.9	322.9	322.9	333.5
EBITDA	(46.4)	8.8	(11.9)	(3.9)	(2.4)	20.1	20.1	8.8
% EBITDA	-16%	3%	-3%	-1%	-1%	6%	6%	3%
Capex	562.4	209.9	254.3	126.9	219.1	78.5	78.5	209.9
Capex/ Revenue (%)	199%	63%	66%	33%	60%	24%	24%	63%
WATANIYA GROUP								
Revenue	2,048.0	2,114.9	2,119.8	2,197.6	2,082.4	2,016.1	2,016.1	2,114.9
EBITDA	697.8	686.8	711.3	787.6	708.3	773.8	773.8	686.8
% EBITDA	34%	32%	34%	36%	34%	38%	38%	32%
Capex	522.1	315.4	325.8	345.6	449.9	125.8	125.8	315.4
Capex/ Revenue (%)	25%	15%	15%	16%	22%	6%	6%	15%
Kuwait								
Revenue	588.9	603.6	606.4	584.6	587.8	569.9	569.9	603.6
EBITDA	202.1	123.6	133.4	177.5	179.5	148.1	148.1	123.6
% EBITDA	34%	20%	22%	30%	31%	26%	26%	20%
Capex	68.1	91.0	63.6	131.5	65.4	41.7	41.7	91.0
Capex/ Revenue (%)	12%	15%	10%	22%	11%	7%	7%	15%
Tunisia								
Revenue	388.8	408.2	430.8	450.5	424.0	379.1	379.1	408.2
EBITDA	120.0	137.7	169.7	196.8	182.2	144.2	144.2	137.7
% EBITDA	31%	34%	39%	44%	43%	38%	38%	34%
Capex	135.6	56.5	82.8	78.8	89.5	41.5	41.5	56.5
Capex/ Revenue (%)	35%	14%	19%	17%	21%	11%	11%	14%
Algeria								
Revenue	920.6	927.9	917.6	983.4	902.7	880.2	880.2	927.9
EBITDA	307.7	352.6	340.4	344.7	270.3	398.1	398.1	352.6
% EBITDA	33%	38%	37%	35%	30%	45%	45%	38%
Capex	295.6	161.5	134.7	117.3	256.5	31.9	31.9	161.5
Capex/ Revenue (%)	32%	17%	15%	12%	28%	4%	4%	17%
Maldives								
Revenue	78.1	100.5	88.8	97.9	93.7	113.4	113.4	100.5
EBITDA	35.9	56.1	48.3	54.2	47.8	66.6	66.6	56.1
% EBITDA	46%	56%	54%	55%	51%	59%	59%	56%
Capex	8.5	3.3	39.7	12.7	29.9	9.8	9.8	3.3
Capex/ Revenue (%)	11%	3%	45%	13%	32%	9%	9%	3%
Palestine								
Revenue	71.5	74.7	76.2	81.3	74.2	73.6	73.6	74.7
EBITDA	37.6	22.3	24.9	20.2	12.4	17.4	17.4	22.3
% EBITDA	53%	30%	33%	25%	17%	24%	24%	30%
Capex	14.3	3.1	5.1	5.3	8.7	0.9	0.9	3.1
Capex/ Revenue (%)	20%	4%	7%	7%	12%	1%	1%	4%

Note: 1. Ooredoo Group reflects the consolidated results including share in associates, joint venture and intra-group adjustments.

Total Customers by Operation (number)



	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017
QATAR						
Postpaid	414,061	426,224	430,158	432,952	426,994	440,224
Prepaid	2,609,267	2,567,660	2,470,479	2,465,608	2,474,324	2,470,227
Wireless Broadband	110,595	116,337	126,782	152,233	194,257	233,130
Fixed Line	371,935	375,136	375,459	380,497	388,104	386,750
Total Customers	3,505,858	3,485,357	3,402,878	3,431,290	3,483,679	3,530,331
INDONESIA						
Postpaid	779,107	753,040	786,359	839,383	913,589	960,275
Prepaid	68,958,137	69,027,143	79,665,636	80,791,963	84,740,061	94,658,082
Total Customers	69,737,244	69,780,183	80,451,995	81,631,346	85,653,650	95,618,357
IRAQ						
Prepaid	10,793,583	10,697,288	10,827,855	11,204,600	11,987,345	12,061,363
OMAN						
Postpaid	206,259	209,695	212,352	215,729	218,325	223,222
Prepaid	2,510,969	2,516,975	2,548,828	2,620,400	2,640,428	2,743,030
Fixed Line	70,771	75,738	80,200	84,006	87,907	93,094
Total Customers	2,787,999	2,802,408	2,841,380	2,920,135	2,946,660	3,059,346
MYANMAR						
Postpaid	-	-	-	-	-	9,490
Prepaid	5,817,872	6,903,818	8,230,243	8,753,122	8,999,994	9,331,568
Total Customers	5,817,872	6,903,818	8,230,243	8,753,122	8,999,994	9,341,058
Others						
Total Customers	260,582	130,689	113,894	129,722	103,411	93,663
WATANIYA GROUP						
Postpaid	1,389,577	1,432,985	1,444,913	1,447,162	1,467,775	1,483,289
Prepaid	20,915,900	20,958,729	21,297,576	21,683,002	21,931,561	21,947,518
Wireless Broadband	1,496,486	1,693,450	1,763,124	1,728,367	1,771,661	1,825,249
Fixed Line	46,159	50,989	49,654	57,825	71,726	91,783
Total Customers	23,848,121	24,136,153	24,555,267	24,916,356	25,242,723	25,347,839
KUWAIT						
Postpaid	285,699	303,210	321,376	325,801	328,487	337,292
Prepaid	1,691,673	1,640,011	1,496,384	1,369,895	1,308,012	1,233,412
Wireless Broadband	291,357	435,367	664,545	680,716	709,373	751,352
Total Customers	2,268,729	2,378,588	2,482,305	2,376,412	2,345,872	2,322,056
TUNISIA						
Postpaid	338,498	350,672	349,466	347,284	355,580	370,785
Prepaid	7,106,572	7,099,530	7,199,727	7,435,190	7,534,037	7,517,705
Fixed Line	46,159	50,989	49,654	57,825	71,726	91,783
Total Customers	7,491,229	7,501,191	7,598,847	7,840,299	7,961,343	7,980,273
ALGERIA						
Postpaid	691,366	700,717	690,910	684,316	688,391	674,318
Prepaid	11,168,368	11,251,584	11,602,815	11,853,446	12,044,425	12,148,024
Wireless Broadband	1,177,499	1,231,708	1,071,950	1,020,605	1,036,077	1,047,062
Total Customers	13,037,232	13,184,009	13,365,675	13,558,367	13,768,893	13,869,404
MALDIVES						
Postpaid	22,613	23,621	25,644	26,690	28,587	29,465
Prepaid	299,474	313,731	325,286	333,961	338,627	342,801
Wireless Broadband	27,630	26,375	26,629	27,046	26,211	26,835
Fixed Line	-	-	-	-	4,049	4,681
Total Customers	349,717	363,727	377,559	387,697	397,474	403,782
PALESTINE						
Postpaid	51,401	54,765	57,517	63,071	66,730	71,429
Prepaid	649,813	653,873	673,364	690,510	706,460	705,576
Total Customers	701,214	708,638	730,881	753,581	773,190	777,005
Total Consolidated Customers	116,751,259	117,935,896	130,423,512	132,986,571	138,421,511	149,056,638

Consolidated Customer Status as at 31st March 2017

	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	440,224	2,470,227	233,130	386,750	-	3,530,331	100%	3,530,331
Indonesia	960,275	94,658,082	-	-	-	95,618,357	65%	62,151,932.05
Iraq	-	12,061,363	-	-	-	12,061,363	64.1%	7,726,509
Oman	223,222	2,743,030	-	93,094	-	3,059,346	55%	1,682,640.30
Myanmar	9,490	9,331,568	-	-	-	9,341,058	100.0%	9,341,058
Kuwait	337,292	1,233,412	751,352	-	-	2,322,056	92.1%	2,138,614
Tunisia	370,785	7,517,705	-	91,783	-	7,980,273	84.1%	6,711,410
Algeria	674,318	12,148,024	1,047,062	-	-	13,869,404	74.4%	10,318,837
Maldives	29,465	342,801	26,835	4,681	-	403,782	92.1%	371,883
Palestine	71,429	705,576	-	-	-	777,005	44.6%	346,777
Others	-	-	-	-	93,663	93,663	49.0%	45,895
Total Active Customers	3,116,500	143,211,788	2,058,379	576,308	93,663	149,056,638		104,365,886