

## Operating Results by Operations in QR Millions



	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	3M 2019	3M 2018
<b>OOREDOO GROUP</b>								
Revenue	8,170.0	7,682.7	7,439.5	7,409.1	7,395.5	7,191.9	7,191.9	7,682.7
EBITDA	3,181.2	3,049.1	3,162.5	3,125.3	2,865.4	3,173.0	3,173.0	3,049.1
% EBITDA	39%	40%	43%	42%	39%	44%	44%	40%
<b>NET PROFIT</b>	398.9	552.1	323.2	432.4	485.0	468.1	468.1	552.1
Net Profit to Ooredoo shareholders	338.6	486.0	202.9	403.2	472.9	420.5	420.5	486.0
Capex	1,934.0	945.6	850.0	1,110.6	1,965.8	1,104.7	1,104.7	945.6
Capex/ Revenue (%)	24%	12%	11%	15%	27%	15%	15%	12%
<b>Qatar operation</b>								
Revenue	1,929.7	1,978.7	1,918.2	1,924.6	1,920.2	1,834.1	1,834.1	1,978.7
EBITDA	957.9	955.2	1,021.8	998.4	1,011.6	1,037.3	1,037.3	955.2
% EBITDA	50%	48%	53%	52%	53%	57%	57%	48%
Capex	267.3	123.8	137.4	192.9	265.9	70.4	70.4	123.8
Capex/ Revenue (%)	14%	6%	7%	10%	14%	4%	4%	6%
<b>Indonesia</b>								
Revenue	1,979.9	1,529.3	1,399.7	1,418.5	1,571.5	1,557.2	1,557.2	1,529.3
EBITDA	838.8	585.7	469.1	494.4	419.5	641.9	641.9	585.7
% EBITDA	42%	38%	34%	35%	27%	41%	41%	38%
Capex	1,000.8	349.2	332.5	489.2	901.8	499.6	499.6	349.2
Capex/ Revenue (%)	51%	23%	24%	34%	57%	32%	32%	23%
<b>Iraq</b>								
Revenue	1,142.9	1,075.5	1,082.0	1,157.5	1,133.8	1,070.2	1,070.2	1,075.5
EBITDA	487.5	538.1	528.6	553.9	472.4	471.0	471.0	538.1
% EBITDA	43%	50%	49%	48%	42%	44%	44%	50%
Capex	1.1	1.8	23.0	24.2	88.7	101.0	101.0	1.8
Capex/ Revenue (%)	0%	0%	2%	2%	8%	9%	9%	0%
<b>Oman</b>								
Revenue	675.5	643.5	672.8	690.1	678.7	649.9	649.9	643.5
EBITDA	363.2	351.3	359.8	377.0	375.2	367.4	367.4	351.3
% EBITDA	54%	55%	53%	55%	55%	57%	57%	55%
Capex	146.9	94.5	77.3	114.8	207.0	99.9	99.9	94.5
Capex/ Revenue (%)	22%	15%	11%	17%	30%	15%	15%	15%
<b>Myanmar</b>								
Revenue	362.8	355.5	349.9	295.7	261.3	259.6	259.6	355.5
EBITDA	59.5	65.4	64.1	43.6	23.8	58.8	58.8	65.4
% EBITDA	16%	18%	18%	15%	9%	23%	23%	18%
Capex	246.9	99.1	67.1	56.1	143.0	47.8	47.8	99.1
Capex/ Revenue (%)	68%	28%	19%	19%	55%	18%	18%	28%
<b>WATANIYA GROUP</b>								
Revenue	2,109.3	2,117.9	2,014.5	1,935.7	1,949.3	1,850.3	1,850.3	2,117.9
EBITDA	698.2	671.0	632.0	654.6	659.4	703.0	703.0	671.0
% EBITDA	33%	32%	31%	34%	34%	38%	38%	32%
Capex	267.9	274.3	210.7	231.9	357.7	284.2	284.2	274.3
Capex/ Revenue (%)	13%	13%	10%	12%	18%	15%	15%	13%
<b>Kuwait</b>								
Revenue	748.0	794.5	750.4	650.1	709.7	672.7	672.7	794.5
EBITDA	177.6	143.6	150.2	150.6	217.4	210.2	210.2	143.6
% EBITDA	24%	18%	20%	23%	31%	31%	31%	18%
Capex	41.5	69.8	46.4	43.9	124.2	48.6	48.6	69.8
Capex/ Revenue (%)	6%	9%	6%	7%	18%	7%	7%	9%
<b>Tunisia</b>								
Revenue	376.9	386.9	384.6	380.4	374.4	329.2	329.2	386.9
EBITDA	150.6	144.2	149.0	183.4	118.0	142.1	142.1	144.2
% EBITDA	40%	37%	39%	48%	32%	43%	43%	37%
Capex	92.7	55.6	35.6	36.4	34.4	41.2	41.2	55.6
Capex/ Revenue (%)	25%	14%	9%	10%	9%	13%	13%	14%
<b>Algeria</b>								
Revenue	791.8	733.2	667.8	695.5	663.4	644.2	644.2	733.2
EBITDA	308.6	306.3	250.3	244.9	227.6	260.6	260.6	306.3
% EBITDA	39%	42%	37%	35%	34%	40%	40%	42%
Capex	34.1	123.2	119.7	136.0	164.3	175.9	175.9	123.2
Capex/ Revenue (%)	4%	17%	18%	20%	25%	27%	27%	17%
<b>Maldives</b>								
Revenue	111.6	117.0	115.9	114.3	113.6	119.7	119.7	117.0
EBITDA	54.6	63.4	56.2	54.8	62.9	68.5	68.5	63.4
% EBITDA	49%	54%	48%	48%	55%	57%	57%	54%
Capex	7.8	7.5	6.2	6.5	23.8	14.6	14.6	7.5
Capex/ Revenue (%)	7%	6%	5%	6%	21%	12%	12%	6%
<b>Palestine</b>								
Revenue	81.0	86.3	95.9	95.3	88.2	84.4	84.4	86.3
EBITDA	7.5	13.7	26.7	29.6	26.2	23.1	23.1	13.7
% EBITDA	9%	16%	28%	31%	30%	27%	27%	16%
Capex	91.9	18.2	2.8	9.1	11.0	4.0	4.0	18.2
Capex/ Revenue (%)	113%	21%	3%	9%	12%	5%	5%	21%

Note: 1. Ooredoo Group reflects the consolidated results including share in associates, joint venture and intra-group adjustments.  
 2. Upfront commission netting off in Q4 2018 for Iraq, Oman and Myanmar are reallocated for all four quarters of 2018

## Total Customers by Operation (number)



	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019
<b>QATAR</b>						
Postpaid	681,928	690,702	693,947	704,301	725,718	751,096
Prepaid	2,373,885	2,262,360	2,213,456	2,176,513	2,167,670	2,195,737
Fixed Line	379,860	379,644	385,089	383,032	387,343	386,336
<b>Total Customers</b>	<b>3,435,673</b>	<b>3,332,706</b>	<b>3,292,492</b>	<b>3,263,846</b>	<b>3,280,731</b>	<b>3,333,169</b>
<b>INDONESIA</b>						
Postpaid	1,242,742	1,363,188	1,429,872	1,492,286	1,643,764	1,656,220
Prepaid	108,957,140	94,797,626	73,847,748	62,644,166	56,430,560	51,653,387
Fixed Line	-	-	-	-	-	-
<b>Total Customers</b>	<b>110,199,882</b>	<b>96,160,814</b>	<b>75,277,620</b>	<b>64,136,452</b>	<b>58,074,324</b>	<b>53,309,607</b>
<b>IRAQ</b>						
<b>Prepaid</b>	<b>12,924,839</b>	<b>12,934,058</b>	<b>13,092,053</b>	<b>13,251,522</b>	<b>14,231,977</b>	<b>14,167,586</b>
<b>OMAN</b>						
Postpaid	222,062	224,427	226,834	232,809	237,523	242,796
Prepaid	2,732,069	2,708,010	2,591,661	2,546,166	2,629,797	2,654,636
Fixed Line	117,535	124,176	130,884	140,550	146,368	151,830
<b>Total Customers</b>	<b>3,071,666</b>	<b>3,056,613</b>	<b>2,949,379</b>	<b>2,919,525</b>	<b>3,013,688</b>	<b>3,049,262</b>
<b>MYANMAR</b>						
Postpaid	10,789	12,305	12,541	13,298	13,665	14,441
Prepaid	7,904,700	9,084,816	9,350,181	9,394,827	9,590,852	10,863,510
<b>Total Customers</b>	<b>7,915,489</b>	<b>9,097,121</b>	<b>9,362,722</b>	<b>9,408,125</b>	<b>9,604,517</b>	<b>10,877,951</b>
<b>Others</b>						
<b>Total Customers</b>	<b>79,725</b>	<b>70,388</b>	<b>47,674</b>	<b>43,974</b>	<b>43,974</b>	<b>33,583</b>
<b>WATANIYA GROUP</b>						
Postpaid	1,486,983	1,467,518	1,489,814	1,489,254	1,519,549	1,565,821
Prepaid	22,902,101	22,248,862	22,482,424	23,668,697	24,114,469	24,426,303
Wireless Broadband	1,781,051	1,957,602	1,953,487	1,187,363	1,094,298	1,103,974
Fixed Line	148,126	174,398	200,491	223,590	247,876	274,922
<b>Total Customers</b>	<b>26,318,261</b>	<b>25,848,380</b>	<b>26,126,216</b>	<b>26,568,904</b>	<b>26,976,192</b>	<b>27,371,020</b>
<b>KUWAIT</b>						
Postpaid	386,310	399,099	417,584	437,488	454,256	469,046
Prepaid	1,042,680	1,059,296	1,175,272	1,053,031	1,142,224	1,305,864
Wireless Broadband	786,998	744,012	804,176	829,210	714,474	712,820
<b>Total Customers</b>	<b>2,215,988</b>	<b>2,202,407</b>	<b>2,397,032</b>	<b>2,319,729</b>	<b>2,310,954</b>	<b>2,487,730</b>
<b>TUNISIA</b>						
Postpaid	411,242	387,022	402,211	402,943	405,732	414,753
Prepaid	7,799,739	7,750,471	7,625,122	7,995,988	8,246,310	8,279,090
Wireless Broadband	-	234,015.00	192,734.00	157,556.00	164,050.00	169,584
Fixed Line	141,438	166,307	191,004	213,144	236,158	254,319
<b>Total Customers</b>	<b>8,352,419</b>	<b>8,537,815</b>	<b>8,411,071</b>	<b>8,769,631</b>	<b>9,052,250</b>	<b>9,117,746</b>
<b>ALGERIA</b>						
Postpaid	568,936	548,016	526,246	499,813	507,445	528,604
Prepaid	12,756,987	11,959,905	12,185,287	13,110,541	13,188,827	13,286,291
Wireless Broadband	968,173	954,077	931,170	175,299	190,621	194,889
<b>Total Customers</b>	<b>14,294,096</b>	<b>13,461,998</b>	<b>13,642,703</b>	<b>13,785,653</b>	<b>13,886,893</b>	<b>14,009,784</b>
<b>MALDIVES</b>						
Postpaid	37,050	40,562	47,133	51,580	53,984	56,345
Prepaid	369,934	367,442	348,011	342,842	348,872	358,494
Wireless Broadband	25,880	25,498	25,407	25,298	25,153	26,681
Fixed Line	6,688	8,091	9,487	10,446	11,718	20,603
<b>Total Customers</b>	<b>439,552</b>	<b>441,593</b>	<b>430,038</b>	<b>430,166</b>	<b>439,727</b>	<b>462,123</b>
<b>PALESTINE</b>						
Postpaid	83,445	92,819	96,640	97,430	98,132	97,073
Prepaid	932,761	1,111,748	1,148,732	1,166,295	1,188,236	1,196,564
<b>Total Customers</b>	<b>1,016,206</b>	<b>1,204,567</b>	<b>1,245,372</b>	<b>1,263,725</b>	<b>1,286,368</b>	<b>1,293,637</b>
<b>Total Consolidated Customers</b>	<b>163,945,535</b>	<b>150,500,080</b>	<b>130,148,156</b>	<b>119,592,348</b>	<b>115,225,403</b>	<b>112,142,178</b>

## Consolidated Customer Status as at 31st March 2019



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	751,096	2,195,737	-	386,336	-	3,333,169	100%	3,333,169
Indonesia	1,656,220	51,653,387	-	-	-	53,309,607	65%	34,651,245
Iraq	-	14,167,586	-	-	-	14,167,586	64.1%	9,075,756
Oman	242,796	2,654,636	-	151,830	-	3,049,262	55%	1,677,094
Myanmar	14,441	10,863,510	-	-	-	10,877,951	100.0%	10,877,951
Kuwait	469,046	1,305,864	712,820	-	-	2,487,730	92.1%	2,291,199
Tunisia	414,753	8,279,090	169,584	254,319	-	9,117,746	84.1%	7,668,024
Algeria	528,604	13,286,291	194,889	-	-	14,009,784	74.4%	10,423,279
Maldives	56,345	358,494	26,681	20,603	-	462,123	83.3%	385,133
Palestine	97,073	1,196,564	-	-	-	1,293,637	45.4%	587,031
Others	-	-	-	-	33,583	33,583	49.0%	16,456
<b>Total Active Customers</b>	<b>4,006,429</b>	<b>105,961,159</b>	<b>1,327,919</b>	<b>813,088</b>	<b>33,583</b>	<b>112,142,178</b>		<b>80,986,337</b>

## Quarterly ARPU by Operation in Qatari Riyal



	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019
<b>QATAR</b>							
Postpaid	287.7	285.2	268.2	280.5	292.3	276.6	269.0
Prepaid	58.4	64.5	63.7	65.6	59.4	60.9	55.2
BLENDEN ARPU	108.1	112.8	110.5	116.9	115.6	114.3	109.1
Fixed Line	63.5	64.5	60.1	61.3	59.1	57.6	56.6
<b>INDONESIA</b>							
Postpaid	34.8	31.4	26.6	25.7	22.9	20.5	21.1
Prepaid	5.3	4.7	3.1	3.6	4.9	5.7	6.4
BLENDEN ARPU	5.6	5.0	3.3	4.0	5.3	6.1	6.8
<b>IRAQ</b>							
Prepaid	31.2	29.9	27.3	27.2	28.9	26.8	25.4
<b>OMAN</b>							
Postpaid	185.9	185.4	176.3	185.7	178.5	172.1	166.5
Prepaid	53.3	52.5	47.0	47.5	50.6	49.9	45.9
BLENDEN ARPU	63.3	62.6	56.8	58.3	61.0	60.1	56.1
Fixed Line	277.1	280.8	296.3	285.8	300.9	289.9	284.7
<b>KUWAIT</b>							
Postpaid	211.3	211.4	200.1	171.2	186.9	178.8	174.0
Prepaid	38.1	45.1	40.9	37.5	29.7	38.5	32.1
Wireless Broadband	40.3	42.6	41.4	45.1	42.2	48.0	50.2
BLENDEN ARPU	66.7	72.7	69.5	64.0	61.7	68.8	64.7
<b>TUNISIA</b>							
Postpaid	35.1	32.4	30.7	29.1	28.0	29.6	24.2
Prepaid	12.7	10.8	11.5	11.6	11.5	11.3	9.2
Wireless Broadband	-	-	8.2	9.9	15.9	17.4	15.8
BLENDEN ARPU	13.8	11.9	12.3	12.4	12.4	12.3	10.1
<b>ALGERIA</b>							
Postpaid	57.8	58.0	55.5	54.8	45.9	54.3	48.9
Prepaid	20.5	17.6	17.2	15.8	15.8	14.0	13.5
Wireless Broadband	2.6	2.8	2.5	2.0	7.2	14.2	14.7
BLENDEN ARPU	20.8	18.2	17.7	16.4	16.5	15.5	14.8
<b>MALDIVES</b>							
Postpaid	153.8	147.5	137.7	131.2	131.1	123.5	120.8
Prepaid	49.3	46.8	46.0	46.1	46.1	44.4	42.8
Wireless Broadband	21.3	18.4	14.6	13.6	12.6	10.8	10.0
Fixed Line	163.5	151.9	124.8	123.7	126.9	122.1	124.4
BLENDEN ARPU	55.4	53.3	52.2	52.9	54.0	52.3	50.8
<b>PALESTINE</b>							
Postpaid	104.1	110.2	104.4	101.1	99.4	96.4	93.5
Prepaid	22.0	17.5	16.1	16.1	16.5	15.2	14.4
BLENDEN ARPU	29.7	25.1	23.1	22.7	22.8	21.5	20.4
<b>MYANMAR</b>							
Postpaid	24.3	21.8	18.6	17.7	17.1	18.7	16.7
Prepaid	14.2	15.0	13.5	12.1	10.2	8.7	8.2
BLENDEN ARPU	14.2	15.0	13.5	12.1	10.2	8.7	8.2