

Operating Results by Operations in QR Millions



	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	3M 2020	3M 2019
OOREDOO GROUP								
Revenue	7,395.5	7,191.9	7,316.2	7,457.0	7,950.4	7,295.3	7,295.3	7,191.9
EBITDA	2,865.4	3,173.0	3,166.1	3,325.3	3,182.9	3,022.7	3,022.7	3,173.0
% EBITDA	39%	44%	43%	45%	40%	41%	41%	44%
NET PROFIT	485.0	468.1	509.7	535.9	710.2	425.8	425.8	468.1
Net Profit to Ooredoo shareholders	472.9	420.5	420.7	424.1	459.6	386.8	386.8	420.5
Capex	1,965.8	1,104.7	1,015.2	1,323.3	2,425.6	811.2	811.2	1,104.7
Capex/ Revenue (%)	27%	15%	14%	18%	31%	11%	11%	15%
Qatar operation								
Revenue	1,920.2	1,834.1	1,826.4	1,759.9	1,880.3	1,767.1	1,767.1	1,834.1
EBITDA	1,011.6	1,037.3	1,039.3	964.5	915.6	966.1	966.1	1,037.3
% EBITDA	53%	57%	57%	55%	49%	55%	55%	57%
Capex	265.9	70.4	102.7	168.4	715.0	147.7	147.7	70.4
Capex/ Revenue (%)	14%	4%	6%	10%	38%	8%	8%	4%
Indonesia								
Revenue	1,571.5	1,557.2	1,596.4	1,692.1	1,881.9	1,668.6	1,668.6	1,557.2
EBITDA	419.5	641.9	669.9	814.7	772.2	700.4	700.4	641.9
% EBITDA	27%	41%	42%	48%	41%	42%	42%	41%
Capex	901.8	499.6	425.4	598.1	979.2	142.2	142.2	499.6
Capex/ Revenue (%)	57%	32%	27%	35%	52%	9%	9%	32%
Iraq								
Revenue	1,133.8	1,070.2	1,085.0	1,153.5	1,263.6	1,084.7	1,084.7	1,070.2
EBITDA	472.4	471.0	499.1	527.8	542.2	473.0	473.0	471.0
% EBITDA	42%	44%	46%	46%	43%	44%	44%	44%
Capex	88.7	101.0	82.5	63.4	113.6	141.4	141.4	101.0
Capex/ Revenue (%)	8%	9%	8%	5%	9%	13%	13%	9%
Oman								
Revenue	678.7	649.9	666.6	682.3	704.3	638.2	638.2	649.9
EBITDA	375.2	367.4	365.6	387.7	369.0	355.8	355.8	367.4
% EBITDA	55%	57%	55%	57%	52%	56%	56%	57%
Capex	207.0	99.9	64.4	168.4	134.3	97.9	97.9	99.9
Capex/ Revenue (%)	30%	15%	10%	25%	19%	15%	15%	15%
Myanmar								
Revenue	261.3	259.6	275.0	272.7	254.5	283.7	283.7	259.6
EBITDA	23.8	58.8	75.0	91.9	53.8	49.6	49.6	58.8
% EBITDA	9%	23%	27%	34%	21%	17%	17%	23%
Capex	143.0	47.8	69.3	46.1	92.3	56.8	56.8	47.8
Capex/ Revenue (%)	55%	18%	25%	17%	36%	20%	20%	18%
Kuwait *								
Revenue	709.7	672.7	694.5	666.3	738.8	656.3	656.3	672.7
EBITDA	217.4	210.2	221.3	204.8	230.8	-	-	210.2
% EBITDA	31%	31%	32%	31%	31%	-	-	31%
Capex	124.2	48.6	47.8	127.5	141.1	-	-	48.6
Capex/ Revenue (%)	18%	7%	7%	19%	19%	-	-	7%
Tunisia								
Revenue	374.4	329.2	359.9	407.5	379.0	382.5	382.5	329.2
EBITDA	118.0	142.1	179.2	202.1	158.5	167.6	167.6	142.1
% EBITDA	32%	43%	50%	50%	42%	44%	44%	43%
Capex	34.4	41.2	40.6	40.3	63.6	32.7	32.7	41.2
Capex/ Revenue (%)	9%	13%	11%	10%	17%	9%	9%	13%
Algeria								
Revenue	663.4	644.2	612.9	627.9	615.6	594.4	594.4	644.2
EBITDA	227.6	260.6	198.6	203.6	204.4	200.4	200.4	260.6
% EBITDA	34%	40%	32%	32%	33%	34%	34%	40%
Capex	164.3	175.9	158.8	96.8	149.4	93.1	93.1	175.9
Capex/ Revenue (%)	25%	27%	26%	15%	24%	16%	16%	27%

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

* Following the guidance from the Capital Market Authority in Kuwait, Ooredoo Kuwait (NMTK) will be publishing Q1 2020 financial accounts only in July 2020 in line with all listed Kuwaiti companies. Therefore Ooredoo Q.P.S.C. disclosure is limited this quarter as it contains less details than usual for the operation in Kuwait

Total Customers by Operation (number)



	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
QATAR						
Postpaid	725,718	751,096	752,528	753,209	769,150	785,379
Prepaid	2,167,670	2,195,737	2,176,551	2,119,993	2,126,944	2,134,706
Fixed Line	387,343	386,336	380,960	373,209	374,639	373,546
Total Customers	3,280,731	3,333,169	3,310,039	3,246,411	3,270,733	3,293,631
INDONESIA						
Postpaid	1,643,764	1,656,220	1,640,614	1,502,880	1,510,774	1,533,414
Prepaid	56,430,560	51,653,387	55,081,450	57,253,918	57,783,578	54,636,747
Fixed Line	-	-	-	-	-	-
Total Customers	58,074,324	53,309,607	56,722,064	58,756,798	59,294,352	56,170,161
IRAQ						
Prepaid	14,231,977	14,167,586	13,860,401	14,081,381	14,162,069	14,813,331
OMAN						
Postpaid	237,523	242,796	252,369	266,325	279,467	308,961
Prepaid	2,629,797	2,654,636	2,698,484	2,551,756	2,415,417	2,363,829
Fixed Line	146,368	151,830	154,525	163,400	168,669	171,017
Total Customers	3,013,688	3,049,262	3,105,378	2,981,481	2,863,553	2,843,807
MYANMAR						
Postpaid	13,665	14,441	18,643	15,242	16,741	20,845
Prepaid	9,590,852	10,863,510	11,089,125	9,985,471	11,510,208	15,544,923
Total Customers	9,604,517	10,877,951	11,107,768	10,000,713	11,526,949	15,565,768
Others						
Total Customers	43,974	33,583	30,706	26,836	24,752	22,643
KUWAIT *						
Postpaid	454,256	469,046	473,557	477,400	483,349	
Prepaid	1,142,224	1,305,864	1,306,536	1,395,296	1,368,376	
Wireless Broadband	714,474	712,820	748,972	741,157	736,077	
Total Customers	2,310,954	2,487,730	2,529,065	2,613,853	2,587,802	
TUNISIA						
Postpaid	405,732	414,753	422,931	442,371	459,638	459,086
Prepaid	8,246,310	8,279,090	7,974,307	8,181,046	8,252,626	8,184,186
Wireless Broadband	164,050.00	169,584.00	168,424.00	170,245.00	165,721.00	179,971
Fixed Line	236,158	254,319	277,154	281,719	284,970	269,517
Total Customers	9,052,250	9,117,746	8,842,816	9,075,381	9,162,955	9,092,760
ALGERIA						
Postpaid	507,445	528,604	549,092	536,444	532,644	541,806
Prepaid	13,188,827	13,286,291	12,881,346	12,682,299	11,929,445	11,598,730
Wireless Broadband	190,621	194,889	176,455	173,503	153,245	157,886
Total Customers	13,886,893	14,009,784	13,606,893	13,392,246	12,615,334	12,298,422
Total Consolidated Customers	115,225,403	112,142,178	114,864,157	115,908,905	117,236,867	118,317,434

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Consolidated Customer Status as at 31st March 2020



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	785,379	2,134,706	-	373,546	-	3,293,631	100%	3,293,631
Indonesia	1,533,414	54,636,747	-	-	-	56,170,161	65%	36,510,605
Iraq	-	14,813,331	-	-	-	14,813,331	64.1%	9,489,420
Oman	308,961	2,363,829	-	171,017	-	2,843,807	55%	1,564,094
Myanmar	20,845	15,544,923	-	-	-	15,565,768	100.0%	15,565,768
Kuwait *								
Tunisia	459,086	8,184,186	179,971	269,517	-	9,092,760	84.1%	7,647,011
Algeria	541,806	11,598,730	157,886	-	-	12,298,422	74.4%	9,150,026
Others	-	-	-	-	22,643	22,643	49.0%	11,095

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Quarterly ARPU by Operation in Qatari Riyal



	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020
QATAR						
Postpaid	276.6	269.0	274.1	274.3	265.6	261.1
Prepaid	60.9	55.2	55.6	50.2	50.6	48.8
BLENDDED ARPU	114.3	109.1	111.6	108.4	107.4	105.2
Fixed Line	57.6	56.6	54.5	55.5	54.7	54.4
INDONESIA						
Postpaid	20.5	21.1	28.5	24.7	25.7	22.1
Prepaid	5.7	6.4	6.9	6.6	6.8	7.2
BLENDDED ARPU	6.1	6.8	7.5	7.1	7.3	7.6
IRAQ						
Prepaid	26.8	25.4	25.3	27.1	29.2	23.1
OMAN						
Postpaid	172.1	166.5	163.8	155.6	149.7	149.2
Prepaid	49.9	45.9	43.7	44.4	44.2	40.4
BLENDDED ARPU	60.1	56.1	53.7	54.4	54.7	52.2
Fixed Line	289.9	284.7	295.3	304.4	304.4	296.7
KUWAIT *						
Postpaid	178.8	174.0	182.1	178.6	163.7	
Prepaid	38.5	32.1	29.3	26.9	27.0	
Wireless Broadband	48.0	50.2	47.0	50.7	49.7	
BLENDDED ARPU	68.8	64.7	63.2	61.7	58.5	
TUNISIA						
Postpaid	29.6	24.2	26.4	27.5	28.2	29.2
Prepaid	11.3	9.2	10.1	11.4	10.0	10.1
Wireless Broadband	17.4	15.8	17.1	23.3	24.1	28.0
BLENDDED ARPU	12.3	10.1	11.0	12.5	11.2	11.4
ALGERIA						
Postpaid	54.3	48.9	44.9	43.7	45.9	42.5
Prepaid	14.0	13.5	13.3	14.0	14.2	15.0
Wireless Broadband	14.2	14.7	15.6	15.0	14.0	17.6
BLENDDED ARPU	15.5	14.8	14.6	15.2	15.5	16.2
MYANMAR						
Postpaid	18.7	16.7	11.6	14.2	15.6	15.8
Prepaid	8.7	8.2	7.8	8.2	7.9	6.4
BLENDDED ARPU	8.7	8.2	7.9	8.2	7.9	6.4

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