

Operating Results by Operations in QR Millions



	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	6M 2019	6M 2018
OOREDOO GROUP								
Revenue	7,682.7	7,439.5	7,409.1	7,395.5	7,191.9	7,316.2	14,508.1	15,122.1
EBITDA	3,049.1	3,162.5	3,125.3	2,865.4	3,173.0	3,166.1	6,339.1	6,211.5
% EBITDA	40%	43%	42%	39%	44%	43%	44%	41%
NET PROFIT	552.1	323.2	432.4	485.0	468.1	509.7	977.8	875.4
Net Profit to Ooredoo shareholders	486.0	202.9	403.2	472.9	420.5	420.7	841.2	688.9
Capex	945.6	850.0	1,110.6	1,965.8	1,104.7	1,214.2	2,318.9	1,795.6
Capex/ Revenue (%)	12%	11%	15%	27%	15%	17%	16%	12%
Qatar operation								
Revenue	1,978.7	1,918.2	1,924.6	1,920.2	1,834.1	1,826.4	3,660.5	3,896.9
EBITDA	955.2	1,021.8	998.4	1,011.6	1,037.3	1,039.3	2,076.6	1,977.0
% EBITDA	48%	53%	52%	53%	57%	57%	57%	51%
Capex	123.8	137.4	192.9	265.9	70.4	301.8	372.2	261.2
Capex/ Revenue (%)	6%	7%	10%	14%	4%	17%	10%	7%
Indonesia								
Revenue	1,529.3	1,399.7	1,418.5	1,571.5	1,557.2	1,596.4	3,153.5	2,929.1
EBITDA	585.7	469.1	494.4	419.5	641.9	669.9	1,311.9	1,054.8
% EBITDA	38%	34%	35%	27%	41%	42%	42%	36%
Capex	349.2	332.5	489.2	901.8	499.6	425.4	925.0	681.7
Capex/ Revenue (%)	23%	24%	34%	57%	32%	27%	29%	23%
Iraq								
Revenue	1,075.5	1,082.0	1,157.5	1,133.8	1,070.2	1,085.0	2,155.2	2,157.5
EBITDA	538.1	528.6	553.9	472.4	471.0	499.1	970.0	1,066.7
% EBITDA	50%	49%	48%	42%	44%	46%	45%	49%
Capex	1.8	23.0	24.2	88.7	101.0	82.5	183.5	24.8
Capex/ Revenue (%)	0%	2%	2%	8%	9%	8%	9%	1%
Oman								
Revenue	643.5	672.8	690.1	678.7	649.9	666.6	1,316.5	1,316.3
EBITDA	351.3	359.8	377.0	375.2	367.4	365.6	733.0	711.1
% EBITDA	55%	53%	55%	55%	57%	55%	56%	54%
Capex	94.5	77.3	114.8	207.0	99.9	64.4	164.3	171.8
Capex/ Revenue (%)	15%	11%	17%	30%	15%	10%	12%	13%
Myanmar								
Revenue	355.5	349.9	295.7	261.3	259.6	275.0	534.6	705.3
EBITDA	65.4	64.1	43.6	23.8	58.8	75.0	133.8	129.5
% EBITDA	18%	18%	15%	9%	23%	27%	25%	18%
Capex	99.1	67.1	56.1	143.0	47.8	69.3	117.0	166.2
Capex/ Revenue (%)	28%	19%	19%	55%	18%	25%	22%	24%
WATANIYA GROUP								
Revenue	2,117.9	2,014.5	1,935.7	1,949.3	1,850.3	1,869.5	3,719.8	4,132.5
EBITDA	671.0	632.0	654.6	659.4	703.0	686.5	1,389.6	1,303.0
% EBITDA	32%	31%	34%	34%	38%	37%	37%	32%
Capex	274.3	210.7	231.9	357.7	284.2	267.8	552.0	485.0
Capex/ Revenue (%)	13%	10%	12%	18%	15%	14%	15%	12%
Kuwait								
Revenue	794.5	750.4	650.1	709.7	672.7	694.5	1,367.2	1,544.9
EBITDA	143.6	150.2	150.6	217.4	210.2	221.3	431.5	293.9
% EBITDA	18%	20%	23%	31%	31%	32%	32%	19%
Capex	69.8	46.4	43.9	124.2	48.6	47.8	96.4	116.2
Capex/ Revenue (%)	9%	6%	7%	18%	7%	7%	7%	8%
Tunisia								
Revenue	386.9	384.6	380.4	374.4	329.2	359.9	689.1	771.5
EBITDA	144.2	149.0	183.4	118.0	142.1	179.2	321.4	293.1
% EBITDA	37%	39%	48%	32%	43%	50%	47%	38%
Capex	55.6	35.6	36.4	34.4	41.2	40.6	81.7	91.2
Capex/ Revenue (%)	14%	9%	10%	9%	13%	11%	12%	12%
Algeria								
Revenue	733.2	667.8	695.5	663.4	644.2	612.9	1,257.1	1,401.0
EBITDA	306.3	250.3	244.9	227.6	260.6	198.6	459.2	556.6
% EBITDA	42%	37%	35%	34%	40%	32%	37%	40%
Capex	123.2	119.7	136.0	164.3	175.9	158.8	334.7	242.9
Capex/ Revenue (%)	17%	18%	20%	25%	27%	26%	27%	17%
Maldives								
Revenue	117.0	115.9	114.3	113.6	119.7	116.1	235.9	233.0
EBITDA	63.4	56.2	54.8	62.9	68.5	61.7	130.2	119.6
% EBITDA	54%	48%	48%	55%	57%	53%	55%	51%
Capex	7.5	6.2	6.5	23.8	14.6	16.9	31.4	13.7
Capex/ Revenue (%)	6%	5%	6%	21%	12%	15%	13%	6%
Palestine								
Revenue	86.3	95.9	95.3	88.2	84.4	86.1	170.6	182.1
EBITDA	13.7	26.7	29.6	26.2	23.1	26.0	49.1	40.4
% EBITDA	16%	28%	31%	30%	27%	30%	29%	22%
Capex	18.2	2.8	9.1	11.0	4.0	3.7	7.7	21.0
Capex/ Revenue (%)	21%	3%	9%	12%	5%	4%	5%	12%

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

Total Customers by Operation (number)



	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
QATAR						
Postpaid	690,702	693,947	704,301	725,718	751,096	752,528
Prepaid	2,262,360	2,213,456	2,176,513	2,167,670	2,195,737	2,176,551
Fixed Line	379,644	385,089	383,032	387,343	386,336	380,960
Total Customers	3,332,706	3,292,492	3,263,846	3,280,731	3,333,169	3,310,039
INDONESIA						
Postpaid	1,363,188	1,429,872	1,492,286	1,643,764	1,656,220	1,640,614
Prepaid	94,797,626	73,847,748	62,644,166	56,430,560	51,653,387	55,081,450
Fixed Line	-	-	-	-	-	-
Total Customers	96,160,814	75,277,620	64,136,452	58,074,324	53,309,607	56,722,064
IRAQ						
Prepaid	12,934,058	13,092,053	13,251,522	14,231,977	14,167,586	13,860,401
OMAN						
Postpaid	224,427	226,834	232,809	237,523	242,796	252,369
Prepaid	2,708,010	2,591,661	2,546,166	2,629,797	2,654,636	2,698,484
Fixed Line	124,176	130,884	140,550	146,368	151,830	154,525
Total Customers	3,056,613	2,949,379	2,919,525	3,013,688	3,049,262	3,105,378
MYANMAR						
Postpaid	12,305	12,541	13,298	13,665	14,441	18,643
Prepaid	9,084,816	9,350,181	9,394,827	9,590,852	10,863,510	11,089,125
Total Customers	9,097,121	9,362,722	9,408,125	9,604,517	10,877,951	11,107,768
Others						
Total Customers	70,388	47,674	43,974	43,974	33,583	30,706
WATANIYA GROUP						
Postpaid	1,467,518	1,489,814	1,489,254	1,519,549	1,565,821	1,600,861
Prepaid	22,248,862	22,482,424	23,668,697	24,114,469	24,426,303	23,712,784
Wireless Broadband	1,957,602	1,953,487	1,187,363	1,094,298	1,103,974	1,114,679
Fixed Line	174,398	200,491	223,590	247,876	274,922	299,477
Total Customers	25,848,380	26,126,216	26,568,904	26,976,192	27,371,020	26,727,801
KUWAIT						
Postpaid	399,099	417,584	437,488	454,256	469,046	473,557
Prepaid	1,059,296	1,175,272	1,053,031	1,142,224	1,305,864	1,306,536
Wireless Broadband	744,012	804,176	829,210	714,474	712,820	748,972
Total Customers	2,202,407	2,397,032	2,319,729	2,310,954	2,487,730	2,529,065
TUNISIA						
Postpaid	387,022	402,211	402,943	405,732	414,753	422,931
Prepaid	7,750,471	7,625,122	7,995,988	8,246,310	8,279,090	7,974,307
Wireless Broadband	234,015.00	192,734.00	157,556.00	164,050.00	169,584.00	168,424
Fixed Line	166,307	191,004	213,144	236,158	254,319	277,154
Total Customers	8,537,815	8,411,071	8,769,631	9,052,250	9,117,746	8,842,816
ALGERIA						
Postpaid	548,016	526,246	499,813	507,445	528,604	549,092
Prepaid	11,959,905	12,185,287	13,110,541	13,188,827	13,286,291	12,881,346
Wireless Broadband	954,077	931,170	175,299	190,621	194,889	176,455
Total Customers	13,461,998	13,642,703	13,785,653	13,886,893	14,009,784	13,606,893
MALDIVES						
Postpaid	40,562	47,133	51,580	53,984	56,345	58,559
Prepaid	367,442	348,011	342,842	348,872	358,494	345,602
Wireless Broadband	25,498	25,407	25,298	25,153	26,681	20,828
Fixed Line	8,091	9,487	10,446	11,718	20,603	22,323
Total Customers	441,593	430,038	430,166	439,727	462,123	447,312
PALESTINE						
Postpaid	92,819	96,640	97,430	98,132	97,073	96,722
Prepaid	1,111,748	1,148,732	1,166,295	1,188,236	1,196,564	1,204,993
Total Customers	1,204,567	1,245,372	1,263,725	1,286,368	1,293,637	1,301,715
Total Consolidated Customers	150,500,080	130,148,156	119,592,348	115,225,403	112,142,178	114,864,157

Consolidated Customer Status as at 30th June 2019



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	752,528	2,176,551	-	380,960	-	3,310,039	100%	3,310,039
Indonesia	1,640,614	55,081,450	-	-	-	56,722,064	65%	36,869,342
Iraq	-	13,860,401	-	-	-	13,860,401	64.1%	8,878,973
Oman	252,369	2,698,484	-	154,525	-	3,105,378	55%	1,707,958
Myanmar	18,643	11,089,125	-	-	-	11,107,768	100.0%	11,107,768
Kuwait	473,557	1,306,536	748,972	-	-	2,529,065	92.1%	2,329,269
Tunisia	422,931	7,974,307	168,424	277,154	-	8,842,816	84.1%	7,436,808
Algeria	549,092	12,881,346	176,455	-	-	13,606,893	74.4%	10,123,528
Maldives	58,559	345,602	20,828	22,323	-	447,312	83.3%	372,790
Palestine	96,722	1,204,993	-	-	-	1,301,715	45.4%	590,697
Others	-	-	-	-	30,706	30,706	49.0%	15,046
Total Active Customers	4,048,581	108,618,795	1,331,113	834,962	30,706	114,864,157		82,742,217

Quarterly ARPU by Operation in Qatari Riyal


	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
QATAR						
Postpaid	268.2	280.5	292.3	276.6	269.0	274.1
Prepaid	63.7	65.6	59.4	60.9	55.2	55.6
BLENDDED ARPU	110.5	116.9	115.6	114.3	109.1	111.6
Fixed Line	60.1	61.3	59.1	57.6	56.6	54.5
INDONESIA						
Postpaid	26.6	25.7	22.9	20.5	21.1	28.5
Prepaid	3.1	3.6	4.9	5.7	6.4	6.9
BLENDDED ARPU	3.3	4.0	5.3	6.1	6.8	7.5
IRAQ						
Prepaid	27.3	27.2	28.9	26.8	25.4	25.3
OMAN						
Postpaid	176.3	185.7	178.5	172.1	166.5	163.8
Prepaid	47.0	47.5	50.6	49.9	45.9	43.7
BLENDDED ARPU	56.8	58.3	61.0	60.1	56.1	53.7
Fixed Line	296.3	285.8	300.9	289.9	284.7	295.3
KUWAIT						
Postpaid	200.1	171.2	186.9	178.8	174.0	182.1
Prepaid	40.9	37.5	29.7	38.5	32.1	29.3
Wireless Broadband	41.4	45.1	42.2	48.0	50.2	47.0
BLENDDED ARPU	69.5	64.0	61.7	68.8	64.7	63.2
TUNISIA						
Postpaid	30.7	29.1	28.0	29.6	24.2	26.4
Prepaid	11.5	11.6	11.5	11.3	9.2	10.1
Wireless Broadband	8.2	9.9	15.9	17.4	15.8	17.1
BLENDDED ARPU	12.3	12.4	12.4	12.3	10.1	11.0
ALGERIA						
Postpaid	55.5	54.8	45.9	54.3	48.9	44.9
Prepaid	17.2	15.8	15.8	14.0	13.5	13.3
Wireless Broadband	2.5	2.0	7.2	14.2	14.7	15.6
BLENDDED ARPU	17.7	16.4	16.5	15.5	14.8	14.6
MALDIVES						
Postpaid	137.7	131.2	131.1	123.5	120.8	122.7
Prepaid	46.0	46.1	46.1	44.4	42.8	45.2
Wireless Broadband	14.6	13.6	12.6	10.8	10.0	40.7
Fixed Line	124.8	123.7	126.9	122.1	124.4	122.5
BLENDDED ARPU	52.2	52.9	54.0	52.3	50.8	55.4
PALESTINE						
Postpaid	104.4	101.1	99.4	96.4	93.5	91.3
Prepaid	16.1	16.1	16.5	15.2	14.4	15.2
BLENDDED ARPU	23.1	22.7	22.8	21.5	20.4	20.9
MYANMAR						
Postpaid	18.6	17.7	17.1	18.7	16.7	11.6
Prepaid	13.5	12.1	10.2	8.7	8.2	7.8
BLENDDED ARPU	13.5	12.1	10.2	8.7	8.2	7.9