

Operating Results by Operations in QR Millions



	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	6M 2020	6M 2019
OOREDOO GROUP								
Revenue	7,191.9	7,316.2	7,457.0	7,950.4	7,295.3	6,822.8	14,118.1	14,508.1
EBITDA	3,173.0	3,166.1	3,325.3	3,182.9	3,022.7	2,973.4	5,996.1	6,339.1
% EBITDA	44%	43%	45%	40%	41%	44%	42%	44%
NET PROFIT	468.1	509.7	535.9	710.2	425.8	515.1	940.8	977.8
Net Profit to Ooredoo shareholders	420.5	420.7	424.1	459.6	386.8	431.7	818.5	841.2
Capex	1,104.7	1,015.2	1,323.3	2,425.6	811.2	1,295.9	2,107.0	2,119.8
Capex/ Revenue (%)	15%	14%	18%	31%	11%	19%	15%	15%
Qatar operation								
Revenue	1,834.1	1,826.4	1,759.9	1,880.3	1,767.1	1,746.0	3,513.1	3,660.5
EBITDA	1,037.3	1,039.3	964.5	915.6	966.1	946.2	1,912.3	2,076.6
% EBITDA	57%	57%	55%	49%	55%	54%	54%	57%
Capex	70.4	102.7	168.4	715.0	147.7	151.9	299.6	173.1
Capex/ Revenue (%)	4%	6%	10%	38%	8%	9%	9%	5%
Indonesia								
Revenue	1,557.2	1,596.4	1,692.1	1,881.9	1,668.6	1,687.6	3,356.2	3,153.5
EBITDA	641.9	669.9	814.7	772.2	700.4	825.4	1,525.8	1,311.9
% EBITDA	41%	42%	48%	41%	42%	49%	45%	42%
Capex	499.6	425.4	598.1	979.2	142.2	724.9	867.1	925.0
Capex/ Revenue (%)	32%	27%	35%	52%	9%	43%	26%	29%
Iraq								
Revenue	1,070.2	1,085.0	1,153.5	1,263.6	1,084.7	846.8	1,931.4	2,155.2
EBITDA	471.0	499.1	527.8	542.2	473.0	355.4	828.4	970.0
% EBITDA	44%	46%	46%	43%	44%	42%	43%	45%
Capex	101.0	82.5	63.4	113.6	141.4	79.1	220.5	183.5
Capex/ Revenue (%)	9%	8%	5%	9%	13%	9%	11%	9%
Oman								
Revenue	649.9	666.6	682.3	704.3	638.2	623.9	1,262.1	1,316.5
EBITDA	367.4	365.6	387.7	369.0	355.8	328.7	684.5	733.0
% EBITDA	57%	55%	57%	52%	56%	53%	54%	56%
Capex	99.9	64.4	168.4	134.3	97.9	114.4	212.3	164.3
Capex/ Revenue (%)	15%	10%	25%	19%	15%	18%	17%	12%
Myanmar								
Revenue	259.6	275.0	272.7	254.5	283.7	296.0	579.6	534.6
EBITDA	58.8	75.0	91.9	53.8	49.6	74.7	124.3	133.8
% EBITDA	23%	27%	34%	21%	17%	25%	21%	25%
Capex	47.8	69.3	46.1	92.3	56.8	18.2	74.9	117.0
Capex/ Revenue (%)	18%	25%	17%	36%	20%	6%	13%	22%
WATANIYA GROUP								
Revenue	1,850.3	1,869.5	1,911.8	1,960.1	1,855.2	1,628.0	3,483.2	3,719.8
EBITDA	703.0	686.5	700.3	698.2	629.5	543.5	1,172.9	1,389.6
% EBITDA	38%	37%	37%	36%	34%	33%	34%	37%
Capex	284.2	267.8	277.4	387.4	223.4	204.3	427.7	552.0
Capex/ Revenue (%)	15%	14%	15%	20%	12%	13%	12%	15%
Kuwait								
Revenue	672.7	694.5	666.3	738.8	656.3	577.6	1,233.9	1,367.2
EBITDA	210.2	221.3	204.8	230.8	165.5	151.0	316.5	431.5
% EBITDA	31%	32%	31%	31%	25%	26%	26%	32%
Capex	48.6	47.8	127.5	141.1	71.8	49.6	121.5	96.4
Capex/ Revenue (%)	7%	7%	19%	19%	11%	9%	10%	7%
Tunisia								
Revenue	329.2	359.9	407.5	379.0	382.5	348.7	731.2	689.1
EBITDA	142.1	179.2	202.1	158.5	167.6	146.9	314.4	321.4
% EBITDA	43%	50%	50%	42%	44%	42%	43%	47%
Capex	41.2	40.6	40.3	63.6	32.7	50.2	82.9	81.7
Capex/ Revenue (%)	13%	11%	10%	17%	9%	14%	11%	12%
Algeria								
Revenue	644.2	612.9	627.9	615.6	594.4	520.0	1,114.4	1,257.1
EBITDA	260.6	198.6	203.6	204.4	200.4	170.5	371.0	459.2
% EBITDA	40%	32%	32%	33%	34%	33%	33%	37%
Capex	175.9	158.8	96.8	149.4	93.1	90.4	183.5	334.7
Capex/ Revenue (%)	27%	26%	15%	24%	16%	17%	16%	27%
Maldives								
Revenue	119.7	116.1	115.3	130.0	128.2	96.7	225.0	235.9
EBITDA	68.5	61.7	61.2	73.0	68.4	46.1	114.5	130.2
% EBITDA	57%	53%	53%	56%	53%	48%	51%	55%
Capex	14.6	16.9	11.1	12.8	8.7	8.1	16.8	31.4
Capex/ Revenue (%)	12%	15%	10%	10%	7%	8%	7%	13%
Palestine								
Revenue	84.4	86.1	94.9	96.6	93.7	85.0	178.7	170.6
EBITDA	23.1	26.0	28.7	31.5	27.6	29.0	56.6	49.1
% EBITDA	27%	30%	30%	33%	29%	34%	32%	29%
Capex	4.0	3.7	1.7	20.6	17.0	6.1	23.0	7.7
Capex/ Revenue (%)	5%	4%	2%	21%	18%	7%	13%	5%

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

Total Customers by Operation (number)



	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
QATAR						
Postpaid	751,096	752,528	753,209	769,150	785,379	788,388
Prepaid	2,195,737	2,176,551	2,119,993	2,126,944	2,134,706	2,189,894
Fixed Line	386,336	380,960	373,209	374,639	373,546	374,921
Total Customers	3,333,169	3,310,039	3,246,411	3,270,733	3,293,631	3,353,203
INDONESIA						
Postpaid	1,656,220	1,640,614	1,502,880	1,510,774	1,533,414	1,495,441
Prepaid	51,653,387	55,081,450	57,253,918	57,783,578	54,636,747	55,712,200
Fixed Line	-	-	-	-	-	-
Total Customers	53,309,607	56,722,064	58,756,798	59,294,352	56,170,161	57,207,641
IRAQ						
Prepaid	14,167,586	13,860,401	14,081,381	14,162,069	14,487,343	13,257,935
OMAN						
Postpaid	242,796	252,369	266,325	279,467	308,961	315,040
Prepaid	2,654,636	2,698,484	2,551,756	2,415,417	2,363,829	2,128,438
Fixed Line	151,830	154,525	163,400	168,669	171,017	172,296
Total Customers	3,049,262	3,105,378	2,981,481	2,863,553	2,843,807	2,615,774
MYANMAR						
Postpaid	14,441	18,643	15,242	16,741	20,845	21,184
Prepaid	10,863,510	11,089,125	9,985,471	11,510,208	15,544,923	14,817,929
Total Customers	10,877,951	11,107,768	10,000,713	11,526,949	15,565,768	14,839,113
Others						
Total Customers	33,583	30,706	26,836	24,752	22,643	18,987
WATANIYA GROUP						
Postpaid	1,565,821	1,600,861	1,611,818	1,631,012	1,649,230	1,679,671
Prepaid	24,426,303	23,712,784	23,784,643	23,073,897	22,553,089	22,798,075
Wireless Broadband	1,103,974	1,114,679	1,112,405	1,080,629	1,110,863	1,128,728
Fixed Line	274,922	299,477	306,419	308,921	294,911	300,669
Total Customers	27,371,020	26,727,801	26,815,285	26,094,459	25,608,093	25,907,143
KUWAIT						
Postpaid	469,046	473,557	477,400	483,349	483,983	506,187
Prepaid	1,305,864	1,306,536	1,395,296	1,368,376	1,222,941	1,135,948
Wireless Broadband	712,820	748,972	741,157	736,077	743,614	752,273
Total Customers	2,487,730	2,529,065	2,613,853	2,587,802	2,450,538	2,394,408
TUNISIA						
Postpaid	414,753	422,931	442,371	459,638	459,086	464,648
Prepaid	8,279,090	7,974,307	8,181,046	8,252,626	8,184,186	7,918,765
Wireless Broadband	169,584.00	168,424.00	170,245.00	165,721.00	179,971.00	179,644
Fixed Line	254,319	277,154	281,719	284,970	269,517	273,487
Total Customers	9,117,746	8,842,816	9,075,381	9,162,955	9,092,760	8,836,544
ALGERIA						
Postpaid	528,604	549,092	536,444	532,644	541,806	545,209
Prepaid	13,286,291	12,881,346	12,682,299	11,929,445	11,598,730	12,215,720
Wireless Broadband	194,889	176,455	173,503	153,245	157,886	166,503
Total Customers	14,009,784	13,606,893	13,392,246	12,615,334	12,298,422	12,927,432
MALDIVES						
Postpaid	56,345	58,559	60,500	54,219	56,055	57,055
Prepaid	358,494	345,602	338,900	301,737	280,756	257,898
Wireless Broadband	26,681	20,828	27,500	25,586	29,392	30,308
Fixed Line	20,603	22,323	24,700	23,951	25,394	27,182
Total Customers	462,123	447,312	451,600	405,493	391,597	372,443
PALESTINE						
Postpaid	97,073	96,722	95,103	101,162	108,300	106,572
Prepaid	1,196,564	1,204,993	1,187,102	1,221,713	1,266,476	1,269,744
Total Customers	1,293,637	1,301,715	1,282,205	1,322,875	1,374,776	1,376,316
Total Consolidated Customers	112,142,178	114,864,157	115,908,905	117,236,867	117,991,446	117,199,796

Consolidated Customer Status as at 30th June 2020



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	788,388	2,189,894	-	374,921	-	3,353,203	100%	3,353,203
Indonesia	1,495,441	55,712,200	-	-	-	57,207,641	65%	37,184,967
Iraq	-	13,257,935	-	-	-	13,257,935	64.1%	8,493,033
Oman	315,040	2,128,438	-	172,296	-	2,615,774	55%	1,438,676
Myanmar	21,184	14,817,929	-	-	-	14,839,113	100.0%	14,839,113
Kuwait	506,187	1,135,948	752,273	-	-	2,394,408	92.1%	2,205,250
Tunisia	464,648	7,918,765	179,644	273,487	-	8,836,544	84.1%	7,431,534
Algeria	545,209	12,215,720	166,503	-	-	12,927,432	74.4%	9,618,009
Maldives	57,055	257,898	30,308	27,182	-	372,443	83.3%	310,394
Palestine	106,572	1,269,744	-	-	-	1,376,316	45.4%	624,549
Others	-	-	-	-	18,987	18,987	49.0%	9,304
Total Active Customers	4,299,724	110,904,471	1,128,728	847,886	18,987	117,199,796		85,508,031

Quarterly ARPU by Operation in Qatari Riyal



	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020
QATAR						
Postpaid	269.0	274.1	274.3	265.6	261.1	256.4
Prepaid	55.2	55.6	50.2	50.6	48.8	45.0
BLENDDED ARPU	109.1	111.6	108.4	107.4	105.2	101.9
Fixed Line	56.6	54.5	55.5	54.7	54.4	48.9
INDONESIA						
Postpaid	21.1	28.5	24.7	25.7	22.1	20.6
Prepaid	6.4	6.9	6.6	6.8	7.2	7.7
BLENDDED ARPU	6.8	7.5	7.1	7.3	7.6	8.1
IRAQ						
Prepaid	25.4	25.3	27.1	29.2	23.2	19.0
OMAN						
Postpaid	166.5	163.8	155.6	149.7	133.3	132.9
Prepaid	45.9	43.7	44.4	44.2	40.4	39.1
BLENDDED ARPU	56.1	53.7	54.4	54.7	50.5	50.8
Fixed Line	284.7	295.3	304.4	304.4	296.7	296.5
KUWAIT						
Postpaid	174.0	182.1	178.6	163.7	166.2	146.9
Prepaid	32.1	29.3	26.9	27.0	26.0	28.3
Wireless Broadband	50.2	47.0	50.7	49.7	49.3	49.4
BLENDDED ARPU	64.7	63.2	61.7	58.5	59.3	59.6
TUNISIA						
Postpaid	24.2	26.4	27.5	28.2	29.2	28.4
Prepaid	9.2	10.1	11.4	10.0	10.1	9.5
Wireless Broadband	15.8	17.1	23.3	24.1	28.0	23.9
BLENDDED ARPU	10.1	11.0	12.5	11.2	11.4	10.8
ALGERIA						
Postpaid	48.9	44.9	43.7	45.9	42.5	38.1
Prepaid	13.5	13.3	14.0	14.2	15.0	12.5
Wireless Broadband	14.7	15.6	15.0	14.0	17.6	15.6
BLENDDED ARPU	14.8	14.6	15.2	15.5	16.2	13.7
MALDIVES						
Postpaid	120.8	122.7	124.4	135.1	144.4	141.1
Prepaid	42.8	45.2	40.4	42.2	43.3	43.8
Wireless Broadband	10.0	40.7	51.3	52.1	56.0	51.2
Fixed Line	124.4	122.5	118.8	126.3	135.4	149.5
BLENDDED ARPU	50.8	55.4	52.8	56.2	59.0	59.9
PALESTINE						
Postpaid	93.5	91.3	95.1	99.7	90.2	91.3
Prepaid	14.4	15.2	17.1	16.8	15.0	13.2
BLENDDED ARPU	20.4	20.9	22.8	23.0	20.9	19.3
MYANMAR						
Postpaid	16.7	11.6	14.2	15.6	15.8	15.1
Prepaid	8.2	7.8	8.2	7.9	6.4	5.9
BLENDDED ARPU	8.2	7.9	8.2	7.9	6.4	5.9