

**Operating Results by Operations in QR Millions**


	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	9M 2019	9M 2018
<b>OOREDOO GROUP</b>								
Revenue	7,439.5	7,409.1	7,395.5	7,191.9	7,316.2	7,457.0	21,965.2	22,531.2
EBITDA	3,162.5	3,125.3	2,865.4	3,173.0	3,166.1	3,325.3	9,664.4	9,336.9
% EBITDA	43%	42%	39%	44%	43%	45%	44%	41%
<b>NET PROFIT</b>	323.2	432.4	485.0	468.1	509.7	535.9	1,513.8	1,307.7
Net Profit to Ooredoo shareholders	202.9	403.2	472.9	420.5	420.7	424.1	1,265.2	1,092.1
Capex	850.0	1,110.6	1,965.8	1,104.7	1,015.2	1,323.3	3,443.1	2,906.2
Capex/ Revenue (%)	11%	15%	27%	15%	14%	18%	16%	13%
<b>Qatar operation</b>								
Revenue	1,918.2	1,924.6	1,920.2	1,834.1	1,826.4	1,759.9	5,420.4	5,821.5
EBITDA	1,021.8	998.4	1,011.6	1,037.3	1,039.3	964.5	3,041.2	2,975.5
% EBITDA	53%	52%	53%	57%	57%	55%	56%	51%
Capex	137.4	192.9	265.9	70.4	102.7	168.4	341.5	454.0
Capex/ Revenue (%)	7%	10%	14%	4%	6%	10%	6%	8%
<b>Indonesia</b>								
Revenue	1,399.7	1,418.5	1,571.5	1,557.2	1,596.4	1,692.1	4,845.6	4,347.6
EBITDA	469.1	494.4	419.5	641.9	669.9	814.7	2,126.6	1,549.3
% EBITDA	34%	35%	27%	41%	42%	48%	44%	36%
Capex	332.5	489.2	901.8	499.6	425.4	598.1	1,523.1	1,170.9
Capex/ Revenue (%)	24%	34%	57%	32%	27%	35%	31%	27%
<b>Iraq</b>								
Revenue	1,082.0	1,157.5	1,133.8	1,070.2	1,085.0	1,153.5	3,308.8	3,315.0
EBITDA	528.6	553.9	472.4	471.0	499.1	527.8	1,497.8	1,620.6
% EBITDA	49%	48%	42%	44%	46%	46%	45%	49%
Capex	23.0	24.2	88.7	101.0	82.5	63.4	247.0	49.0
Capex/ Revenue (%)	2%	2%	8%	9%	8%	5%	7%	1%
<b>Oman</b>								
Revenue	672.8	690.1	678.7	649.9	666.6	682.3	1,998.8	2,006.4
EBITDA	359.8	377.0	375.2	367.4	365.6	387.7	1,120.7	1,088.1
% EBITDA	53%	55%	55%	57%	55%	57%	56%	54%
Capex	77.3	114.8	207.0	99.9	64.4	168.4	332.7	286.6
Capex/ Revenue (%)	11%	17%	30%	15%	10%	25%	17%	14%
<b>Myanmar</b>								
Revenue	349.9	295.7	261.3	259.6	275.0	272.7	807.3	1,001.0
EBITDA	64.1	43.6	23.8	58.8	75.0	91.9	225.7	173.1
% EBITDA	18%	15%	9%	23%	27%	34%	28%	17%
Capex	67.1	56.1	143.0	47.8	69.3	46.1	163.1	222.3
Capex/ Revenue (%)	19%	19%	55%	18%	25%	17%	20%	22%
<b>WATANIYA GROUP</b>								
Revenue	2,014.5	1,935.7	1,949.3	1,850.3	1,869.5	1,911.8	5,631.6	6,068.1
EBITDA	632.0	654.6	659.4	703.0	686.5	700.3	2,089.9	1,957.6
% EBITDA	31%	34%	34%	38%	37%	37%	37%	32%
Capex	210.7	231.9	357.7	284.2	267.8	277.4	829.4	716.9
Capex/ Revenue (%)	10%	12%	18%	15%	14%	15%	15%	12%
<b>Kuwait</b>								
Revenue	750.4	650.1	709.7	672.7	694.5	666.3	2,033.4	2,195.1
EBITDA	150.2	150.6	217.4	210.2	221.3	204.8	636.3	444.5
% EBITDA	20%	23%	31%	31%	32%	31%	31%	20%
Capex	46.4	43.9	124.2	48.6	47.8	127.5	223.9	160.1
Capex/ Revenue (%)	6%	7%	18%	7%	7%	19%	11%	7%
<b>Tunisia</b>								
Revenue	384.6	380.4	374.4	329.2	359.9	407.5	1,096.5	1,151.9
EBITDA	149.0	183.4	118.0	142.1	179.2	202.1	523.5	476.6
% EBITDA	39%	48%	32%	43%	50%	50%	48%	41%
Capex	35.6	36.4	34.4	41.2	40.6	40.3	122.1	127.7
Capex/ Revenue (%)	9%	10%	9%	13%	11%	10%	11%	11%
<b>Algeria</b>								
Revenue	667.8	695.5	663.4	644.2	612.9	627.9	1,885.0	2,096.5
EBITDA	250.3	244.9	227.6	260.6	198.6	203.6	662.8	801.4
% EBITDA	37%	35%	34%	40%	32%	32%	35%	38%
Capex	119.7	136.0	164.3	175.9	158.8	96.8	431.6	378.9
Capex/ Revenue (%)	18%	20%	25%	27%	26%	15%	23%	18%
<b>Maldives</b>								
Revenue	115.9	114.3	113.6	119.7	116.1	115.3	351.2	347.2
EBITDA	56.2	54.8	62.9	68.5	61.7	61.2	191.5	174.4
% EBITDA	48%	48%	55%	57%	53%	53%	55%	50%
Capex	6.2	6.5	23.8	14.6	16.9	11.1	42.5	20.2
Capex/ Revenue (%)	5%	6%	21%	12%	15%	10%	12%	6%
<b>Palestine</b>								
Revenue	95.9	95.3	88.2	84.4	86.1	94.9	265.4	277.5
EBITDA	26.7	29.6	26.2	23.1	26.0	28.7	77.8	70.0
% EBITDA	28%	31%	30%	27%	30%	30%	29%	25%
Capex	2.8	9.1	11.0	4.0	3.7	1.7	9.4	30.1
Capex/ Revenue (%)	3%	9%	12%	5%	4%	2%	4%	11%

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)



	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019
<b>QATAR</b>						
Postpaid	693,947	704,301	725,718	751,096	752,528	753,209
Prepaid	2,213,456	2,176,513	2,167,670	2,195,737	2,176,551	2,119,993
Fixed Line	385,089	383,032	387,343	386,336	380,960	373,209
<b>Total Customers</b>	<b>3,292,492</b>	<b>3,263,846</b>	<b>3,280,731</b>	<b>3,333,169</b>	<b>3,310,039</b>	<b>3,246,411</b>
<b>INDONESIA</b>						
Postpaid	1,429,872	1,492,286	1,643,764	1,656,220	1,640,614	1,502,880
Prepaid	73,847,748	62,644,166	56,430,560	51,653,387	55,081,450	57,253,918
Fixed Line	-	-	-	-	-	-
<b>Total Customers</b>	<b>75,277,620</b>	<b>64,136,452</b>	<b>58,074,324</b>	<b>53,309,607</b>	<b>56,722,064</b>	<b>58,756,798</b>
<b>IRAQ</b>						
Prepaid	13,092,053	13,251,522	14,231,977	14,167,586	13,860,401	14,081,381
<b>OMAN</b>						
Postpaid	226,834	232,809	237,523	242,796	252,369	266,325
Prepaid	2,591,661	2,546,166	2,629,797	2,654,636	2,698,484	2,551,756
Fixed Line	130,884	140,550	146,368	151,830	154,525	163,400
<b>Total Customers</b>	<b>2,949,379</b>	<b>2,919,525</b>	<b>3,013,688</b>	<b>3,049,262</b>	<b>3,105,378</b>	<b>2,981,481</b>
<b>MYANMAR</b>						
Postpaid	12,541	13,298	13,665	14,441	18,643	15,242
Prepaid	9,350,181	9,394,827	9,590,852	10,863,510	11,089,125	9,985,471
<b>Total Customers</b>	<b>9,362,722</b>	<b>9,408,125</b>	<b>9,604,517</b>	<b>10,877,951</b>	<b>11,107,768</b>	<b>10,000,713</b>
<b>Others</b>						
Total Customers	47,674	43,974	43,974	33,583	30,706	26,836
<b>WATANIYA GROUP</b>						
Postpaid	1,489,814	1,489,254	1,519,549	1,565,821	1,600,861	1,611,818
Prepaid	22,482,424	23,668,697	24,114,469	24,426,303	23,712,784	23,784,643
Wireless Broadband	1,953,487	1,187,363	1,094,298	1,103,974	1,114,679	1,112,405
Fixed Line	200,491	223,590	247,876	274,922	299,477	306,419
<b>Total Customers</b>	<b>26,126,216</b>	<b>26,568,904</b>	<b>26,976,192</b>	<b>27,371,020</b>	<b>26,727,801</b>	<b>26,815,285</b>
<b>KUWAIT</b>						
Postpaid	417,584	437,488	454,256	469,046	473,557	477,400
Prepaid	1,175,272	1,053,031	1,142,224	1,305,864	1,306,536	1,395,296
Wireless Broadband	804,176	829,210	714,474	712,820	748,972	741,157
<b>Total Customers</b>	<b>2,397,032</b>	<b>2,319,729</b>	<b>2,310,954</b>	<b>2,487,730</b>	<b>2,529,065</b>	<b>2,613,853</b>
<b>TUNISIA</b>						
Postpaid	402,211	402,943	405,732	414,753	422,931	442,371
Prepaid	7,625,122	7,995,988	8,246,310	8,279,090	7,974,307	8,181,046
Wireless Broadband	192,734.00	157,556.00	164,050.00	169,584.00	168,424.00	170,245
Fixed Line	191,004	213,144	236,158	254,319	277,154	281,719
<b>Total Customers</b>	<b>8,411,071</b>	<b>8,769,631</b>	<b>9,052,250</b>	<b>9,117,746</b>	<b>8,842,816</b>	<b>9,075,381</b>
<b>ALGERIA</b>						
Postpaid	526,246	499,813	507,445	528,604	549,092	536,444
Prepaid	12,185,287	13,110,541	13,188,827	13,286,291	12,881,346	12,682,299
Wireless Broadband	931,170	175,299	190,621	194,889	176,455	173,503
<b>Total Customers</b>	<b>13,642,703</b>	<b>13,785,653</b>	<b>13,886,893</b>	<b>14,009,784</b>	<b>13,606,893</b>	<b>13,392,246</b>
<b>MALDIVES</b>						
Postpaid	47,133	51,580	53,984	56,345	58,559	60,500
Prepaid	348,011	342,842	348,872	358,494	345,602	338,900
Wireless Broadband	25,407	25,298	25,153	26,681	20,828	27,500
Fixed Line	9,487	10,446	11,718	20,603	22,323	24,700
<b>Total Customers</b>	<b>430,038</b>	<b>430,166</b>	<b>439,727</b>	<b>462,123</b>	<b>447,312</b>	<b>451,600</b>
<b>PALESTINE</b>						
Postpaid	96,640	97,430	98,132	97,073	96,722	95,103
Prepaid	1,148,732	1,166,295	1,188,236	1,196,564	1,204,993	1,187,102
<b>Total Customers</b>	<b>1,245,372</b>	<b>1,263,725</b>	<b>1,286,368</b>	<b>1,293,637</b>	<b>1,301,715</b>	<b>1,282,205</b>
<b>Total Consolidated Customers</b>	<b>130,148,156</b>	<b>119,592,348</b>	<b>115,225,403</b>	<b>112,142,178</b>	<b>114,864,157</b>	<b>115,908,905</b>

Consolidated Customer Status as at 30th September 2019



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	753,209	2,119,993	-	373,209	-	3,246,411	100%	3,246,411
Indonesia	1,502,880	57,253,918	-	-	-	58,756,798	65%	38,191,919
Iraq	-	14,081,381	-	-	-	14,081,381	64.1%	9,020,533
Oman	266,325	2,551,756	-	163,400	-	2,981,481	55%	1,639,815
Myanmar	15,242	9,985,471	-	-	-	10,000,713	100.0%	10,000,713
Kuwait	477,400	1,395,296	741,157	-	-	2,613,853	92.1%	2,407,359
Tunisia	442,371	8,181,046	170,245	281,719	-	9,075,381	84.1%	7,632,395
Algeria	536,444	12,682,299	173,503	-	-	13,392,246	74.4%	9,963,831
Maldives	60,500	338,900	27,500	24,700	-	451,600	83.3%	376,363
Palestine	95,103	1,187,102	-	-	-	1,282,205	45.4%	581,843
Others	-	-	-	-	26,836	26,836	49.0%	13,150
<b>Total Active Customers</b>	<b>3,948,583</b>	<b>109,777,162</b>	<b>1,313,296</b>	<b>843,028</b>	<b>26,836</b>	<b>115,908,905</b>		<b>83,074,331</b>

Quarterly ARPU by Operation in Qatari Riyal



	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019
<b>QATAR</b>						
Postpaid	280.5	292.3	276.6	269.0	274.1	274.3
Prepaid	65.6	59.4	60.9	55.2	55.6	50.2
BLENDDED ARPU	116.9	115.6	114.3	109.1	111.6	108.4
Fixed Line	61.3	59.1	57.6	56.6	54.5	55.5
<b>INDONESIA</b>						
Postpaid	25.7	22.9	20.5	21.1	28.5	24.7
Prepaid	3.6	4.9	5.7	6.4	6.9	6.6
BLENDDED ARPU	4.0	5.3	6.1	6.8	7.5	7.1
<b>IRAQ</b>						
Prepaid	27.2	28.9	26.8	25.4	25.3	27.1
<b>OMAN</b>						
Postpaid	185.7	178.5	172.1	166.5	163.8	155.6
Prepaid	47.5	50.6	49.9	45.9	43.7	44.4
BLENDDED ARPU	58.3	61.0	60.1	56.1	53.7	54.4
Fixed Line	285.8	300.9	289.9	284.7	295.3	304.4
<b>KUWAIT</b>						
Postpaid	171.2	186.9	178.8	174.0	182.1	178.6
Prepaid	37.5	29.7	38.5	32.1	29.3	26.9
Wireless Broadband	45.1	42.2	48.0	50.2	47.0	50.7
BLENDDED ARPU	64.0	61.7	68.8	64.7	63.2	61.7
<b>TUNISIA</b>						
Postpaid	29.1	28.0	29.6	24.2	26.4	27.5
Prepaid	11.6	11.5	11.3	9.2	10.1	11.4
Wireless Broadband	9.9	15.9	17.4	15.8	17.1	23.3
BLENDDED ARPU	12.4	12.4	12.3	10.1	11.0	12.5
<b>ALGERIA</b>						
Postpaid	54.8	45.9	54.3	48.9	44.9	43.7
Prepaid	15.8	15.8	14.0	13.5	13.3	14.0
Wireless Broadband	2.0	7.2	14.2	14.7	15.6	15.0
BLENDDED ARPU	16.4	16.5	15.5	14.8	14.6	15.2
<b>MALDIVES</b>						
Postpaid	131.2	131.1	123.5	120.8	122.7	124.4
Prepaid	46.1	46.1	44.4	42.8	45.2	40.4
Wireless Broadband	13.6	12.6	10.8	10.0	40.7	51.3
Fixed Line	123.7	126.9	122.1	124.4	122.5	118.8
BLENDDED ARPU	52.9	54.0	52.3	50.8	55.4	52.8
<b>PALESTINE</b>						
Postpaid	101.1	99.4	96.4	93.5	91.3	95.1
Prepaid	16.1	16.5	15.2	14.4	15.2	17.1
BLENDDED ARPU	22.7	22.8	21.5	20.4	20.9	22.8
<b>MYANMAR</b>						
Postpaid	17.7	17.1	18.7	16.7	11.6	14.2
Prepaid	12.1	10.2	8.7	8.2	7.8	8.2
BLENDDED ARPU	12.1	10.2	8.7	8.2	7.9	8.2