

Operating Results by Operations in QR Millions



	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	12M 2016	12M 2015
OREDOO GROUP								
Revenue	8,154.5	7,964.8	7,888.1	8,025.8	8,351.6	8,237.6	32,503.3	32,160.9
Wireless	7,121.9	6,771.6	6,789.2	6,884.0	7,236.3	7,026.6	27,936.2	27,696.5
Wireline	1,032.7	1,193.2	1,098.9	1,141.8	1,115.4	1,211.0	4,567.1	4,464.4
EBITDA	3,555.8	3,006.8	3,179.2	3,298.4	3,678.4	3,223.1	13,379.1	13,018.3
% EBITDA	44%	38%	40%	41%	44%	39%	41%	40%
NET PROFIT	827.1	408.2	996.0	700.4	490.3	560.7	2,747.4	2,293.5
Net Profit to Ooredoo shareholders	755.8	360.1	878.6	583.2	369.9	360.8	2,192.6	2,118.3
Capex	1,799.9	3,114.7	1,070.2	1,341.1	1,230.8	2,340.2	5,982.3	8,761.8
Capex/ Revenue (%)	22%	39%	14%	17%	15%	28%	18%	27%
Qatar operation								
Revenue	1,894.7	2,000.0	1,994.3	2,038.5	1,948.8	2,025.0	8,006.6	7,897.4
Wireless	1,214.2	1,221.8	1,280.5	1,324.6	1,243.6	1,294.8	5,143.4	4,996.4
Wireline	680.5	778.2	713.8	713.9	705.2	730.2	2,863.1	2,901.0
EBITDA	1,030.2	945.5	940.6	999.1	1,111.1	999.3	4,050.0	3,995.5
% EBITDA	54%	47%	47%	49%	57%	49%	51%	51%
Capex	245.7	441.0	184.9	215.5	214.2	349.6	964.2	982.3
Capex/ Revenue (%)	13%	22%	9%	11%	11%	17%	12%	12%
Indonesia								
Revenue	1,830.8	1,900.5	1,837.0	1,950.2	2,103.1	2,104.2	7,994.4	7,274.0
Wireless	1,552.1	1,563.3	1,530.6	1,613.2	1,786.2	1,722.4	6,652.4	5,993.2
Wireline	278.7	337.2	306.4	337.0	316.8	381.8	1,342.0	1,280.8
EBITDA	892.3	812.2	848.2	891.8	997.4	986.1	3,723.5	3,302.8
% EBITDA	49%	43%	46%	46%	47%	47%	47%	45%
Capex	313.5	1,229.9	154.5	295.5	326.7	938.3	1,715.0	2,643.4
Capex/ Revenue (%)	17%	65%	8%	15%	16%	45%	21%	36%
Iraq								
Revenue-Wireless	1,255.0	1,172.9	1,075.7	1,019.8	1,065.9	1,056.0	4,217.4	4,884.5
EBITDA	579.8	523.9	490.5	512.3	458.6	461.4	1,922.9	2,135.7
% EBITDA	46%	45%	46%	50%	43%	44%	46%	44%
Capex	390.8	173.8	128.9	94.1	87.4	133.2	443.6	1,415.3
Capex/ Revenue (%)	31%	15%	12%	9%	8%	13%	11%	29%
Oman								
Revenue	639.4	641.8	646.5	651.1	675.1	666.1	2,638.8	2,475.4
Wireless	566.0	564.0	567.8	560.2	581.8	567.1	2,276.9	2,192.8
Wireline	73.5	77.8	78.7	91.0	93.3	99.0	361.9	282.6
EBITDA	339.1	314.8	353.6	341.6	373.9	335.4	1,404.4	1,301.8
% EBITDA	53%	49%	55%	52%	55%	50%	53%	53%
Capex	176.7	175.4	74.5	153.8	129.4	249.0	606.7	638.3
Capex/ Revenue (%)	28%	27%	12%	24%	19%	37%	23%	26%
Myanmar								
Revenue-Wireless	272.0	282.6	333.5	383.4	388.1	364.9	1,469.9	1,064.7
EBITDA	(12.3)	(46.4)	8.8	(11.9)	(3.9)	(2.4)	(9.5)	(76.2)
% EBITDA	-5%	-16%	3%	-3%	-1%	-1%	-1%	-7%
Capex	317.5	562.4	209.9	254.3	126.9	219.1	810.2	1,330.6
Capex/ Revenue (%)	117%	199%	63%	66%	33%	60%	55%	125%
WATANIYA GROUP								
Revenue	2,272.9	2,048.0	2,114.9	2,119.8	2,197.6	2,082.4	8,514.8	8,692.0
EBITDA	857.2	697.8	686.8	711.3	787.6	708.3	2,893.9	3,026.8
% EBITDA	38%	34%	32%	34%	36%	34%	34%	35%
Capex	350.2	522.1	315.4	325.8	345.6	449.9	1,436.7	1,727.0
Capex/ Revenue (%)	15%	25%	15%	15%	16%	22%	17%	20%
Kuwait								
Revenue-Wireless	575.0	588.9	603.6	606.4	584.6	587.8	2,382.3	2,275.1
EBITDA	168.3	202.1	123.6	133.4	177.5	179.5	614.0	620.1
% EBITDA	29%	34%	20%	22%	30%	31%	26%	27%
Capex	145.6	68.1	91.0	63.6	131.5	65.4	351.4	372.0
Capex/ Revenue (%)	25%	12%	15%	10%	22%	11%	15%	16%
Tunisia								
Revenue-Wireless	494.4	388.8	408.2	430.8	450.5	424.0	1,713.6	1,802.8
EBITDA	213.9	120.0	137.7	169.7	196.8	182.2	686.4	745.8
% EBITDA	43%	31%	34%	39%	44%	43%	40%	41%
Capex	67.6	135.6	56.5	82.8	78.8	89.5	307.5	354.7
Capex/ Revenue (%)	14%	35%	14%	19%	17%	21%	18%	20%
Algeria								
Revenue-Wireless	1,047.8	920.6	927.9	917.6	983.4	902.7	3,731.6	4,023.1
EBITDA	429.7	307.7	352.6	340.4	344.7	270.3	1,308.0	1,473.8
% EBITDA	41%	33%	38%	37%	35%	30%	35%	37%
Capex	104.4	295.6	161.5	134.7	117.3	256.5	670.0	893.2
Capex/ Revenue (%)	10%	32%	17%	15%	12%	28%	18%	22%
Maldives								
Revenue-Wireless	70.9	78.1	100.5	88.8	97.9	93.7	381.0	288.0
EBITDA	31.4	35.9	56.1	48.3	54.2	47.8	206.4	132.6
% EBITDA	44%	46%	56%	54%	55%	51%	54%	46%
Capex	22.0	8.5	3.3	39.7	12.7	29.9	85.6	58.3
Capex/ Revenue (%)	31%	11%	3%	45%	13%	32%	22%	20%
Palestine								
Revenue-Wireless	84.8	71.5	74.7	76.2	81.3	74.2	306.3	303.0
EBITDA	20.0	37.6	22.3	24.9	20.2	12.4	79.9	78.2
% EBITDA	24%	53%	30%	33%	25%	17%	26%	26%
Capex	10.6	14.3	3.1	5.1	5.3	8.7	22.2	48.7
Capex/ Revenue (%)	13%	20%	4%	7%	7%	12%	7%	16%

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

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
QATAR						
Postpaid	435.1	390.3	373.2	379.6	409.6	379.3
Prepaid	68.0	68.5	65.8	67.5	69.5	68.4
Wireless Broadband	294.9	291.4	270.3	269.8	261.2	228.0
BLENDDED ARPU	124.3	118.5	114.3	119.8	126.7	120.9
Fixed Line	81.2	82.7	78.1	76.6	71.2	72.7
INDONESIA						
Postpaid	32.1	40.4	40.3	41.1	42.8	42.0
Prepaid	6.4	6.9	6.7	6.6	6.3	6.3
BLENDDED ARPU	6.7	7.3	7.0	6.9	6.6	6.7
Fixed Line	0.0	0.0	0.0	0.0	0.0	0.0
IRAQ						
Prepaid	38.4	36.6	32.9	31.4	32.2	30.3
OMAN						
Postpaid	207.3	209.0	208.6	211.3	210.9	207.5
Prepaid	54.7	55.3	55.3	54.9	55.0	54.9
BLENDDED ARPU	66.2	67.0	67.0	67.0	66.8	66.6
Fixed Line	298.4	299.9	314.3	312.2	314.0	319.3
KUWAIT						
Postpaid	290.9	268.4	254.6	252.2	241.0	234.5
Prepaid	34.7	38.6	35.9	35.8	34.8	36.4
Wireless Broadband	85.2	83.6	78.9	54.8	46.4	44.9
BLENDDED ARPU	68.3	71.7	69.9	67.8	65.5	66.5
TUNISIA						
Postpaid	57.8	41.8	43.5	49.3	40.9	41.2
Prepaid	17.7	13.4	14.2	14.1	14.4	12.7
BLENDDED ARPU	19.4	14.7	15.6	15.7	15.6	14.0
ALGERIA						
Postpaid	67.1	62.4	60.7	59.7	60.2	55.5
Prepaid	24.8	22.3	22.3	21.5	22.9	20.7
Wireless Broadband	5.9	5.3	4.6	4.1	3.9	3.3
BLENDDED ARPU	25.1	22.9	22.7	21.9	23.3	21.2
MALDIVES						
Postpaid	126.6	130.7	132.7	133.3	142.5	144.5
Prepaid	44.8	45.1	46.0	46.7	47.0	42.4
Wireless Broadband	43.4	41.7	40.7	38.7	32.5	29.0
Fixed Line	0.0	0.0	0.0	0.0	0.0	135.6
BLENDDED ARPU	49.8	50.3	51.2	51.9	52.5	48.6
PALESTINE						
Postpaid	106.8	101.8	102.9	102.4	101.4	97.1
Prepaid	29.2	23.7	23.5	24.4	23.8	20.7
BLENDDED ARPU	34.5	29.2	29.5	30.6	30.2	27.2
PAKISTAN						
Wimax	42.6	41.8	27.4	0.0	0.0	0.0
MYANMAR						
Prepaid	23.6	17.1	16.7	15.4	13.7	12.2

Total Customers by Operation (number)



	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016
QATAR						
Postpaid	418,953	414,061	426,224	430,158	432,952	426,994
Prepaid	2,597,587	2,609,267	2,567,660	2,470,479	2,465,608	2,474,324
Wireless Broadband	95,479	110,595	116,337	126,782	152,233	194,257
Fixed Line	369,099	371,935	375,136	375,459	380,497	388,104
Total Customers	3,481,118	3,505,858	3,485,357	3,402,878	3,431,290	3,483,679
INDONESIA						
Postpaid	784,757	779,107	753,040	786,359	839,383	913,589
Prepaid	68,193,839	68,958,137	69,027,143	79,665,636	80,791,963	84,740,061
Total Customers	68,978,596	69,737,244	69,780,183	80,451,995	81,631,346	85,653,650
IRAQ						
Prepaid	10,631,010	10,793,583	10,697,288	10,827,855	11,204,600	11,987,345
OMAN						
Postpaid	204,852	206,259	209,695	212,352	215,729	218,325
Prepaid	2,494,657	2,510,969	2,516,975	2,548,828	2,620,400	2,640,428
Fixed Line	66,886	70,771	75,738	80,200	84,006	87,907
Total Customers	2,766,395	2,787,999	2,802,408	2,841,380	2,920,135	2,946,660
MYANMAR						
Prepaid	4,766,983	5,817,872	6,903,818	8,230,243	8,753,122	8,999,994
Others						
Total Customers	267,913	260,582	130,689	113,894	129,722	103,411
WATANIYA GROUP						
Postpaid	1,361,143	1,389,577	1,432,985	1,444,913	1,447,162	1,467,775
Prepaid	21,108,523	20,915,900	20,958,729	21,297,576	21,683,002	21,931,561
Wireless Broadband	1,475,190	1,496,486	1,693,450	1,763,124	1,728,367	1,771,661
Fixed Line	42,664	46,159	50,989	49,654	57,825	71,726
Total Customers	23,987,520	23,848,121	24,136,153	24,555,267	24,916,356	25,242,723
KUWAIT						
Postpaid	275,832	285,699	303,210	321,376	325,801	328,487
Prepaid	1,842,841	1,691,673	1,640,011	1,496,384	1,369,895	1,308,012
Wireless Broadband	263,181	291,357	435,367	664,545	680,716	709,373
Total Customers	2,381,854	2,268,729	2,378,588	2,482,305	2,376,412	2,345,872
TUNISIA						
Postpaid	331,092	338,498	350,672	349,466	347,284	355,580
Prepaid	7,135,698	7,106,572	7,099,530	7,199,727	7,435,190	7,534,037
Fixed Line	42,664	46,159	50,989	49,654	57,825	71,726
Total Customers	7,509,454	7,491,229	7,501,191	7,598,847	7,840,299	7,961,343
ALGERIA						
Postpaid	686,571	691,366	700,717	690,910	684,316	688,391
Prepaid	11,192,401	11,168,368	11,251,584	11,602,815	11,853,446	12,044,425
Wireless Broadband	1,182,497	1,177,499	1,231,708	1,071,950	1,020,605	1,036,077
Total Customers	13,061,469	13,037,232	13,184,009	13,365,675	13,558,367	13,768,893
MALDIVES						
Postpaid	21,269	22,613	23,621	25,644	26,690	28,587
Prepaid	288,857	299,474	313,731	325,286	333,961	338,627
Wireless Broadband	29,512	27,630	26,375	26,629	27,046	26,211
Fixed Line	-	-	-	-	0	4,049
Total Customers	339,638	349,717	363,727	377,559	387,697	397,474
PALESTINE						
Postpaid	46,379	51,401	54,765	57,517	63,071	66,730
Prepaid	648,726	649,813	653,873	673,364	690,510	706,460
Total Customers	695,105	701,214	708,638	730,881	753,581	773,190
Total Consolidated Customers	114,879,535	116,751,259	117,935,896	130,423,512	132,986,571	138,421,511

Consolidated Customer Status as at 31st December 2016

	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	426,994	2,474,324	194,257	388,104	-	3,483,679	100%	3,483,679
Indonesia	913,589	84,740,061	-	-	-	85,653,650	65%	55,674,872.50
Iraq	-	11,987,345	-	-	-	11,987,345	64.1%	7,679,093
Oman	218,325	2,640,428	-	87,907	-	2,946,660	55%	1,620,663.00
Myanmar	-	8,999,994	-	-	-	8,999,994	100.0%	8,999,994
Kuwait	328,487	1,308,012	709,373	-	-	2,345,872	92.1%	2,160,548
Tunisia	355,580	7,534,037	-	71,726	-	7,961,343	84.1%	6,695,489
Algeria	688,391	12,044,425	1,036,077	-	-	13,768,893	74.4%	10,244,056
Maldives	28,587	338,627	26,211	4,049	-	397,474	92.1%	366,074
Palestine	66,730	706,460	-	-	-	773,190	44.6%	345,075
Fanoos	-	-	-	-	103,411	103,411	49.0%	50,671
Pakistan	-	-	-	-	-	-	86.1%	-
Total Active Customers	3,026,683	132,773,713	1,965,918	551,786	103,411	138,421,511		97,320,215