

Operating Results by Operations in QR Millions



	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	12M 2018	12M 2017
OOREDOO GROUP								
Revenue	8,217.0	8,170.0	7,682.7	7,439.5	7,409.1	7,395.5	29,926.7	32,645.9
EBITDA	3,519.7	3,181.2	3,049.1	3,162.5	3,125.3	2,865.4	12,202.2	13,640.0
% EBITDA	43%	39%	40%	43%	42%	39%	41%	42%
NET PROFIT	582.8	398.9	552.1	323.2	432.4	485.0	1,792.7	2,288.7
Net Profit to Ooredoo shareholders	461.9	338.6	486.0	202.9	403.2	472.9	1,565.1	1,897.3
Capex	967.0	1,934.0	945.6	850.0	1,110.6	1,965.8	4,872.0	4,541.4
Capex/ Revenue (%)	12%	24%	12%	11%	15%	27%	16%	14%
Qatar operation								
Revenue	1,818.7	1,929.7	1,978.7	1,918.2	1,924.6	1,920.2	7,741.7	7,790.6
EBITDA	932.8	957.9	955.2	1,021.8	998.4	1,011.6	3,987.1	3,915.8
% EBITDA	51%	50%	48%	53%	52%	53%	52%	50%
Capex	168.9	267.3	123.8	137.4	192.9	265.9	719.9	814.0
Capex/ Revenue (%)	9%	14%	6%	7%	10%	14%	9%	10%
Indonesia								
Revenue	2,035.9	1,979.9	1,529.3	1,399.7	1,418.5	1,571.5	5,919.0	8,145.2
EBITDA	950.5	838.8	585.7	469.1	494.4	419.5	1,968.8	3,728.3
% EBITDA	47%	42%	38%	34%	35%	27%	33%	46%
Capex	207.9	1,000.8	349.2	332.5	489.2	901.8	2,072.7	1,672.9
Capex/ Revenue (%)	10%	51%	23%	24%	34%	57%	35%	21%
Iraq								
Revenue	1,171.9	1,142.9	1,075.5	1,082.0	1,157.5	1,133.8	4,448.8	4,490.0
EBITDA	521.7	487.5	538.1	528.6	553.9	472.4	2,093.0	1,981.6
% EBITDA	45%	43%	50%	49%	48%	42%	47%	44%
Capex	79.9	1.1	1.8	23.0	24.2	88.7	137.7	202.0
Capex/ Revenue (%)	7%	0%	0%	2%	2%	8%	3%	4%
Oman								
Revenue	676.9	675.5	643.5	672.8	690.1	678.7	2,685.1	2,670.1
EBITDA	372.8	363.2	351.3	359.8	377.0	375.2	1,463.3	1,429.3
% EBITDA	55%	54%	55%	53%	55%	55%	54%	54%
Capex	111.0	146.9	94.5	77.3	114.8	207.0	493.6	445.9
Capex/ Revenue (%)	16%	22%	15%	11%	17%	30%	18%	17%
Myanmar								
Revenue	337.0	362.8	355.5	349.9	295.7	261.3	1,262.3	1,323.5
EBITDA	48.4	59.5	65.4	64.1	43.6	23.8	196.9	152.1
% EBITDA	14%	16%	18%	18%	15%	9%	16%	11%
Capex	88.4	246.9	99.1	67.1	56.1	143.0	365.4	496.4
Capex/ Revenue (%)	26%	68%	28%	19%	19%	55%	29%	38%
WATANIYA GROUP								
Revenue	2,156.3	2,109.3	2,117.9	2,014.5	1,935.7	1,949.3	8,017.5	8,374.1
EBITDA	829.3	698.2	671.0	632.0	654.6	659.4	2,617.0	3,067.4
% EBITDA	38%	33%	32%	31%	34%	34%	33%	37%
Capex	309.6	267.9	274.3	210.7	231.9	357.7	1,074.7	902.8
Capex/ Revenue (%)	14%	13%	13%	10%	12%	18%	13%	11%
Kuwait								
Revenue	668.7	748.0	794.5	750.4	650.1	709.7	2,904.8	2,674.6
EBITDA	152.0	177.6	143.6	150.2	150.6	217.4	661.9	651.8
% EBITDA	23%	24%	18%	20%	23%	31%	23%	24%
Capex	95.5	41.5	69.8	46.4	43.9	124.2	284.3	209.6
Capex/ Revenue (%)	14%	6%	9%	6%	7%	18%	10%	8%
Tunisia								
Revenue	409.5	376.9	386.9	384.6	380.4	374.4	1,526.3	1,530.1
EBITDA	177.5	150.6	144.2	149.0	183.4	118.0	594.6	606.0
% EBITDA	43%	40%	37%	39%	48%	32%	39%	40%
Capex	39.0	92.7	55.6	35.6	36.4	34.4	162.0	209.3
Capex/ Revenue (%)	10%	25%	14%	9%	10%	9%	11%	14%
Algeria								
Revenue	892.0	791.8	733.2	667.8	695.5	663.4	2,759.9	3,422.1
EBITDA	419.4	308.6	306.3	250.3	244.9	227.6	1,029.1	1,505.8
% EBITDA	47%	39%	42%	37%	35%	34%	37%	44%
Capex	75.3	34.1	123.2	119.7	136.0	164.3	543.2	228.0
Capex/ Revenue (%)	8%	4%	17%	18%	20%	25%	20%	7%
Maldives								
Revenue	106.3	111.6	117.0	115.9	114.3	113.6	460.8	435.5
EBITDA	56.8	54.6	63.4	56.2	54.8	62.9	237.4	235.8
% EBITDA	53%	49%	54%	48%	48%	55%	52%	54%
Capex	7.3	7.8	7.5	6.2	6.5	23.8	44.0	56.2
Capex/ Revenue (%)	7%	7%	6%	5%	6%	21%	10%	13%
Palestine								
Revenue	79.9	81.0	86.3	95.9	95.3	88.2	365.7	311.9
EBITDA	21.3	7.5	13.7	26.7	29.6	26.2	96.3	68.7
% EBITDA	27%	9%	16%	28%	31%	30%	26%	22%
Capex	92.4	91.9	18.2	2.8	9.1	11.0	41.0	199.8
Capex/ Revenue (%)	116%	113%	21%	3%	9%	12%	11%	64%

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)



	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018
QATAR						
Postpaid	688,401	681,928	690,702	693,947	704,301	725,718
Prepaid	2,471,498	2,373,885	2,262,360	2,213,456	2,176,513	2,167,670
Fixed Line	382,186	379,860	379,644	385,089	383,032	387,343
Total Customers	3,542,085	3,435,673	3,332,706	3,292,492	3,263,846	3,280,731
INDONESIA						
Postpaid	1,159,673	1,242,742	1,363,188	1,429,872	1,492,286	1,643,764
Prepaid	95,840,127	108,957,140	94,797,626	73,847,748	62,644,166	56,430,560
Fixed Line	-	-	-	-	-	-
Total Customers	96,999,800	110,199,882	96,160,814	75,277,620	64,136,452	58,074,324
IRAQ						
Prepaid	12,467,362	12,924,839	12,934,058	13,092,053	13,251,522	14,231,977
OMAN						
Postpaid	223,607	222,062	224,427	226,834	232,809	237,523
Prepaid	2,701,267	2,732,069	2,708,010	2,591,661	2,546,166	2,629,797
Fixed Line	108,293	117,535	124,176	130,884	140,550	146,368
Total Customers	3,033,167	3,071,666	3,056,613	2,949,379	2,919,525	3,013,688
MYANMAR						
Postpaid	9,731	10,789	12,305	12,541	13,298	13,665
Prepaid	7,656,166	7,904,700	9,084,816	9,350,181	9,394,827	9,590,852
Total Customers	7,665,897	7,915,489	9,097,121	9,362,722	9,408,125	9,604,517
Others						
Total Customers	100,065	79,725	70,388	47,674	43,974	43,974
WATANIYA GROUP						
Postpaid	1,462,654	1,486,983	1,467,518	1,489,814	1,489,254	1,519,549
Prepaid	22,610,012	22,902,101	22,248,862	22,482,424	23,668,697	24,114,469
Wireless Broadband	1,849,147	1,781,051	1,957,602	1,953,487	1,187,363	1,094,298
Fixed Line	136,988	148,126	174,398	200,491	223,590	247,876
Total Customers	26,058,801	26,318,261	25,848,380	26,126,216	26,568,904	26,976,192
KUWAIT						
Postpaid	372,632	386,310	399,099	417,584	437,488	454,256
Prepaid	1,122,343	1,042,680	1,059,296	1,175,272	1,053,031	1,142,224
Wireless Broadband	781,775	786,998	744,012	804,176	829,210	714,474
Total Customers	2,276,750	2,215,988	2,202,407	2,397,032	2,319,729	2,310,954
TUNISIA						
Postpaid	396,010	411,242	387,022	402,211	402,943	405,732
Prepaid	7,812,823	7,799,739	7,750,471	7,625,122	7,995,988	8,246,310
Wireless Broadband	-	-	234,015.00	192,734.00	157,556.00	164,050
Fixed Line	130,970	141,438	166,307	191,004	213,144	236,158
Total Customers	8,339,803	8,352,419	8,537,815	8,411,071	8,769,631	9,052,250
ALGERIA						
Postpaid	586,659	568,936	548,016	526,246	499,813	507,445
Prepaid	12,574,741	12,756,987	11,959,905	12,185,287	13,110,541	13,188,827
Wireless Broadband	1,040,785	968,173	954,077	931,170	175,299	190,621
Total Customers	14,202,185	14,294,096	13,461,998	13,642,703	13,785,653	13,886,893
MALDIVES						
Postpaid	31,832	37,050	40,562	47,133	51,580	53,984
Prepaid	371,156	369,934	367,442	348,011	342,842	348,872
Wireless Broadband	26,587	25,880	25,498	25,407	25,298	25,153
Fixed Line	6,018	6,688	8,091	9,487	10,446	11,718
Total Customers	435,593	439,552	441,593	430,038	430,166	439,727
PALESTINE						
Postpaid	75,521	83,445	92,819	96,640	97,430	98,132
Prepaid	728,949	932,761	1,111,748	1,148,732	1,166,295	1,188,236
Total Customers	804,470	1,016,206	1,204,567	1,245,372	1,263,725	1,286,368
Total Consolidated Customers	149,867,177	163,945,535	150,500,080	130,148,156	119,592,348	115,225,403

Consolidated Customer Status as at 31st December 2018



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	725,718	2,167,670	-	387,343	-	3,280,731	100%	3,280,731
Indonesia	1,643,764	56,430,560	-	-	-	58,074,324	65%	37,748,311
Iraq	-	14,231,977	-	-	-	14,231,977	64.1%	9,117,004
Oman	237,523	2,629,797	-	146,368	-	3,013,688	55%	1,657,528
Myanmar	13,665	9,590,852	-	-	-	9,604,517	100.0%	9,604,517
Kuwait	454,256	1,142,224	714,474	-	-	2,310,954	92.1%	2,128,389
Tunisia	405,732	8,246,310	164,050	236,158	-	9,052,250	84.1%	7,612,942
Algeria	507,445	13,188,827	190,621	-	-	13,886,893	74.4%	10,331,848
Maldives	53,984	348,872	25,153	11,718	-	439,727	83.3%	366,468
Palestine	98,132	1,188,236	-	-	-	1,286,368	45.4%	583,732
Others	-	-	-	-	43,974	43,974	49.0%	21,547
Total Active Customers	3,917,626	109,165,325	1,316,891	781,587	43,974	115,225,403		82,453,019

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018
QATAR						
Postpaid	287.7	285.2	268.2	280.5	292.3	276.6
Prepaid	58.4	64.5	63.7	65.6	59.4	60.9
BLENDDED ARPU	108.1	112.8	110.5	116.9	115.6	114.3
Fixed Line	63.5	64.5	60.1	61.3	59.1	57.6
INDONESIA						
Postpaid	34.8	31.4	26.6	25.7	22.9	20.5
Prepaid	5.3	4.7	3.1	3.6	4.9	5.7
BLENDDED ARPU	5.6	5.0	3.3	4.0	5.3	6.1
IRAQ						
Prepaid	31.2	29.9	27.3	27.2	28.9	26.8
OMAN						
Postpaid	185.9	185.4	176.3	185.7	178.5	172.1
Prepaid	53.3	52.5	47.0	47.5	50.6	49.9
BLENDDED ARPU	63.3	62.6	56.8	58.3	61.0	60.1
Fixed Line	277.1	280.8	296.3	285.8	300.9	289.9
KUWAIT						
Postpaid	211.3	211.4	200.1	171.2	186.9	178.8
Prepaid	38.1	45.1	40.9	37.5	29.7	38.5
Wireless Broadband	40.3	42.6	41.4	45.1	42.2	48.0
BLENDDED ARPU	66.7	72.7	69.5	64.0	61.7	68.8
TUNISIA						
Postpaid	35.1	32.4	30.7	29.1	28.0	29.6
Prepaid	12.7	10.8	11.5	11.6	11.5	11.3
Wireless Broadband	-	-	8.2	9.9	15.9	17.4
BLENDDED ARPU	13.8	11.9	12.3	12.4	12.4	12.3
ALGERIA						
Postpaid	57.8	58.0	55.5	54.8	45.9	54.3
Prepaid	20.5	17.6	17.2	15.8	15.8	14.0
Wireless Broadband	2.6	2.8	2.5	2.0	7.2	14.2
BLENDDED ARPU	20.8	18.2	17.7	16.4	16.5	15.5
MALDIVES						
Postpaid	153.8	147.5	137.7	131.2	131.1	123.5
Prepaid	49.3	46.8	46.0	46.1	46.1	44.4
Wireless Broadband	21.3	18.4	14.6	13.6	12.6	10.8
Fixed Line	163.5	151.9	124.8	123.7	126.9	122.1
BLENDDED ARPU	55.4	53.3	52.2	52.9	54.0	52.3
PALESTINE						
Postpaid	104.1	110.2	104.4	101.1	99.4	96.4
Prepaid	22.0	17.5	16.1	16.1	16.5	15.2
BLENDDED ARPU	29.7	25.1	23.1	22.7	22.8	21.5
MYANMAR						
Postpaid	24.3	21.8	18.6	17.7	17.1	18.7
Prepaid	14.2	15.0	13.5	12.1	10.2	8.7
BLENDDED ARPU	14.2	15.0	13.5	12.1	10.2	8.7