

Operating Results by Operations in QR Millions



	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	12M 2019	12M 2018
OOREDOO GROUP								
Revenue	7,409.1	7,395.5	7,191.9	7,316.2	7,457.0	7,950.4	29,915.5	29,926.7
EBITDA	3,125.3	2,865.4	3,173.0	3,166.1	3,325.3	3,182.9	12,847.3	12,202.2
% EBITDA	42%	39%	44%	43%	45%	40%	43%	41%
NET PROFIT	432.4	485.0	468.1	509.7	535.9	710.2	2,224.0	1,792.7
Net Profit to Ooredoo shareholders	403.2	472.9	420.5	420.7	424.1	459.6	1,724.8	1,565.1
Capex	1,110.6	1,965.8	1,104.7	1,015.2	1,323.3	2,425.6	5,868.8	4,872.0
Capex/ Revenue (%)	15%	27%	15%	14%	18%	31%	20%	16%
Qatar operation								
Revenue	1,924.6	1,920.2	1,834.1	1,826.4	1,759.9	1,880.3	7,300.7	7,741.7
EBITDA	998.4	1,011.6	1,037.3	1,039.3	964.5	915.6	3,956.8	3,987.1
% EBITDA	52%	53%	57%	57%	55%	49%	54%	52%
Capex	192.9	265.9	70.4	102.7	168.4	715.0	1,056.5	719.9
Capex/ Revenue (%)	10%	14%	4%	6%	10%	38%	14%	9%
Indonesia								
Revenue	1,418.5	1,571.5	1,557.2	1,596.4	1,692.1	1,881.9	6,727.5	5,919.0
EBITDA	494.4	419.5	641.9	669.9	814.7	772.2	2,898.8	1,968.8
% EBITDA	35%	27%	41%	42%	48%	41%	43%	33%
Capex	489.2	901.8	499.6	425.4	598.1	979.2	2,502.3	2,072.7
Capex/ Revenue (%)	34%	57%	32%	27%	35%	52%	37%	35%
Iraq								
Revenue	1,157.5	1,133.8	1,070.2	1,085.0	1,153.5	1,263.6	4,572.4	4,448.8
EBITDA	553.9	472.4	471.0	499.1	527.8	542.2	2,040.0	2,093.0
% EBITDA	48%	42%	44%	46%	46%	43%	45%	47%
Capex	24.2	88.7	101.0	82.5	63.4	113.6	360.6	137.7
Capex/ Revenue (%)	2%	8%	9%	8%	5%	9%	8%	3%
Oman								
Revenue	690.1	678.7	649.9	666.6	682.3	704.3	2,703.1	2,685.1
EBITDA	377.0	375.2	367.4	365.6	387.7	369.0	1,489.7	1,463.3
% EBITDA	55%	55%	57%	55%	57%	52%	55%	54%
Capex	114.8	207.0	99.9	64.4	168.4	134.3	467.0	493.6
Capex/ Revenue (%)	17%	30%	15%	10%	25%	19%	17%	18%
Myanmar								
Revenue	295.7	261.3	259.6	275.0	272.7	254.5	1,061.9	1,262.3
EBITDA	43.6	23.8	58.8	75.0	91.9	53.8	279.6	196.9
% EBITDA	15%	9%	23%	27%	34%	21%	26%	16%
Capex	56.1	143.0	47.8	69.3	46.1	92.3	255.4	365.4
Capex/ Revenue (%)	19%	55%	18%	25%	17%	36%	24%	29%
WATANIYA GROUP								
Revenue	1,935.7	1,949.3	1,850.3	1,869.5	1,911.8	1,960.1	7,591.6	8,017.5
EBITDA	654.6	659.4	703.0	686.5	700.3	698.2	2,788.1	2,617.0
% EBITDA	34%	34%	38%	37%	37%	36%	37%	33%
Capex	231.9	357.7	284.2	267.8	277.4	387.4	1,216.8	1,074.7
Capex/ Revenue (%)	12%	18%	15%	14%	15%	20%	16%	13%
Kuwait								
Revenue	650.1	709.7	672.7	694.5	666.3	738.8	2,772.3	2,904.8
EBITDA	150.6	217.4	210.2	221.3	204.8	230.8	867.1	661.9
% EBITDA	23%	31%	31%	32%	31%	31%	31%	23%
Capex	43.9	124.2	48.6	47.8	127.5	141.1	365.0	284.3
Capex/ Revenue (%)	7%	18%	7%	7%	19%	19%	13%	10%
Tunisia								
Revenue	380.4	374.4	329.2	359.9	407.5	379.0	1,475.6	1,526.3
EBITDA	183.4	118.0	142.1	179.2	202.1	158.5	682.0	594.6
% EBITDA	48%	32%	43%	50%	50%	42%	46%	39%
Capex	36.4	34.4	41.2	40.6	40.3	63.6	185.7	162.0
Capex/ Revenue (%)	10%	9%	13%	11%	10%	17%	13%	11%
Algeria								
Revenue	695.5	663.4	644.2	612.9	627.9	615.6	2,500.6	2,759.9
EBITDA	244.9	227.6	260.6	198.6	203.6	204.4	867.2	1,029.1
% EBITDA	35%	34%	40%	32%	32%	33%	35%	37%
Capex	136.0	164.3	175.9	158.8	96.8	149.4	580.9	543.2
Capex/ Revenue (%)	20%	25%	27%	26%	15%	24%	23%	20%
Maldives								
Revenue	114.3	113.6	119.7	116.1	115.3	130.0	481.2	460.8
EBITDA	54.8	62.9	68.5	61.7	61.2	73.0	264.4	237.4
% EBITDA	48%	55%	57%	53%	53%	56%	55%	52%
Capex	6.5	23.8	14.6	16.9	11.1	12.8	55.3	44.0
Capex/ Revenue (%)	6%	21%	12%	15%	10%	10%	11%	10%
Palestine								
Revenue	95.3	88.2	84.4	86.1	94.9	96.6	362.0	365.7
EBITDA	29.6	26.2	23.1	26.0	28.7	31.5	109.3	96.3
% EBITDA	31%	30%	27%	30%	30%	33%	30%	26%
Capex	9.1	11.0	4.0	3.7	1.7	20.6	30.0	41.0
Capex/ Revenue (%)	9%	12%	5%	4%	2%	21%	8%	11%

Note: 1. Ooredoo Group reflects the consolidated results including share in associates, joint venture and intra-group adjustments.
 2. Upright 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 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019
QATAR						
Postpaid	704,301	725,718	751,096	752,528	753,209	769,150
Prepaid	2,176,513	2,167,670	2,195,737	2,176,551	2,119,993	2,126,944
Fixed Line	383,032	387,343	386,336	380,960	373,209	374,639
Total Customers	3,263,846	3,280,731	3,333,169	3,310,039	3,246,411	3,270,733
INDONESIA						
Postpaid	1,492,286	1,643,764	1,656,220	1,640,614	1,502,880	1,510,774
Prepaid	62,644,166	56,430,560	51,653,387	55,081,450	57,253,918	57,783,578
Fixed Line	-	-	-	-	-	-
Total Customers	64,136,452	58,074,324	53,309,607	56,722,064	58,756,798	59,294,352
IRAQ						
Prepaid	13,251,522	14,231,977	14,167,586	13,860,401	14,081,381	14,162,069
OMAN						
Postpaid	232,809	237,523	242,796	252,369	266,325	279,467
Prepaid	2,546,166	2,629,797	2,654,636	2,698,484	2,551,756	2,415,417
Fixed Line	140,550	146,368	151,830	154,525	163,400	168,669
Total Customers	2,919,525	3,013,688	3,049,262	3,105,378	2,981,481	2,863,553
MYANMAR						
Postpaid	13,298	13,665	14,441	18,643	15,242	16,741
Prepaid	9,394,827	9,590,852	10,863,510	11,089,125	9,985,471	11,510,208
Total Customers	9,408,125	9,604,517	10,877,951	11,107,768	10,000,713	11,526,949
Others						
Total Customers	43,974	43,974	33,583	30,706	26,836	24,752
WATANIYA GROUP						
Postpaid	1,489,254	1,519,549	1,565,821	1,600,861	1,611,818	1,631,012
Prepaid	23,668,697	24,114,469	24,426,303	23,712,784	23,784,643	23,073,897
Wireless Broadband	1,187,363	1,094,298	1,103,974	1,114,679	1,112,405	1,080,629
Fixed Line	223,590	247,876	274,922	299,477	306,419	308,921
Total Customers	26,568,904	26,976,192	27,371,020	26,727,801	26,815,285	26,094,459
KUWAIT						
Postpaid	437,488	454,256	469,046	473,557	477,400	483,349
Prepaid	1,053,031	1,142,224	1,305,864	1,306,536	1,395,296	1,368,376
Wireless Broadband	829,210	714,474	712,820	748,972	741,157	736,077
Total Customers	2,319,729	2,310,954	2,487,730	2,529,065	2,613,853	2,587,802
TUNISIA						
Postpaid	402,943	405,732	414,753	422,931	442,371	459,638
Prepaid	7,995,988	8,246,310	8,279,090	7,974,307	8,181,046	8,252,626
Wireless Broadband	157,556.00	164,050.00	169,584.00	168,424.00	170,245.00	165,721
Fixed Line	213,144	236,158	254,319	277,154	281,719	284,970
Total Customers	8,769,631	9,052,250	9,117,746	8,842,816	9,075,381	9,162,955
ALGERIA						
Postpaid	499,813	507,445	528,604	549,092	536,444	532,644
Prepaid	13,110,541	13,188,827	13,286,291	12,881,346	12,682,299	11,929,445
Wireless Broadband	175,299	190,621	194,889	176,455	173,503	153,245
Total Customers	13,785,653	13,886,893	14,009,784	13,606,893	13,392,246	12,615,334
MALDIVES						
Postpaid	51,580	53,984	56,345	58,559	60,500	54,219
Prepaid	342,842	348,872	358,494	345,602	338,900	301,737
Wireless Broadband	25,298	25,153	26,681	20,828	27,500	25,586
Fixed Line	10,446	11,718	20,603	22,323	24,700	23,951
Total Customers	430,166	439,727	462,123	447,312	451,600	405,493
PALESTINE						
Postpaid	97,430	98,132	97,073	96,722	95,103	101,162
Prepaid	1,166,295	1,188,236	1,196,564	1,204,993	1,187,102	1,221,713
Total Customers	1,263,725	1,286,368	1,293,637	1,301,715	1,282,205	1,322,875
Total Consolidated Customers	119,592,348	115,225,403	112,142,178	114,864,157	115,908,905	117,236,867

Consolidated Customer Status as at 31st December 2019



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	769,150	2,126,944	-	374,639	-	3,270,733	100%	3,270,733
Indonesia	1,510,774	57,783,578	-	-	-	59,294,352	65%	38,541,329
Iraq	-	14,162,069	-	-	-	14,162,069	64.1%	9,072,221
Oman	279,467	2,415,417	-	168,669	-	2,863,553	55%	1,574,954
Myanmar	16,741	11,510,208	-	-	-	11,526,949	100.0%	11,526,949
Kuwait	483,349	1,368,376	736,077	-	-	2,587,802	92.1%	2,383,366
Tunisia	459,638	8,252,626	165,721	284,970	-	9,162,955	84.1%	7,706,045
Algeria	532,644	11,929,445	153,245	-	-	12,615,334	74.4%	9,385,808
Maldives	54,219	301,737	25,586	23,951	-	405,493	83.3%	337,938
Palestine	101,162	1,221,713	-	-	-	1,322,875	45.4%	600,299
Others	-	-	-	-	24,752	24,752	49.0%	12,128
Total Active Customers	4,013,155	111,072,113	1,274,618	852,229	24,752	117,236,867		84,411,771

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019
QATAR						
Postpaid	292.3	276.6	269.0	274.1	274.3	265.6
Prepaid	59.4	60.9	55.2	55.6	50.2	50.6
BLENDDED ARPU	115.6	114.3	109.1	111.6	108.4	107.4
Fixed Line	59.1	57.6	56.6	54.5	55.5	54.7
INDONESIA						
Postpaid	22.9	20.5	21.1	28.5	24.7	25.7
Prepaid	4.9	5.7	6.4	6.9	6.6	6.8
BLENDDED ARPU	5.3	6.1	6.8	7.5	7.1	7.3
IRAQ						
Prepaid	28.9	26.8	25.4	25.3	27.1	29.2
OMAN						
Postpaid	178.5	172.1	166.5	163.8	155.6	149.7
Prepaid	50.6	49.9	45.9	43.7	44.4	44.2
BLENDDED ARPU	61.0	60.1	56.1	53.7	54.4	54.7
Fixed Line	300.9	289.9	284.7	295.3	304.4	304.4
KUWAIT						
Postpaid	186.9	178.8	174.0	182.1	178.6	163.7
Prepaid	29.7	38.5	32.1	29.3	26.9	27.0
Wireless Broadband	42.2	48.0	50.2	47.0	50.7	49.7
BLENDDED ARPU	61.7	68.8	64.7	63.2	61.7	58.5
TUNISIA						
Postpaid	28.0	29.6	24.2	26.4	27.5	28.2
Prepaid	11.5	11.3	9.2	10.1	11.4	10.0
Wireless Broadband	15.9	17.4	15.8	17.1	23.3	24.1
BLENDDED ARPU	12.4	12.3	10.1	11.0	12.5	11.2
ALGERIA						
Postpaid	45.9	54.3	48.9	44.9	43.7	45.9
Prepaid	15.8	14.0	13.5	13.3	14.0	14.2
Wireless Broadband	7.2	14.2	14.7	15.6	15.0	14.0
BLENDDED ARPU	16.5	15.5	14.8	14.6	15.2	15.5
MALDIVES						
Postpaid	131.1	123.5	120.8	122.7	124.4	135.1
Prepaid	46.1	44.4	42.8	45.2	40.4	42.2
Wireless Broadband	12.6	10.8	10.0	40.7	51.3	52.1
Fixed Line	126.9	122.1	124.4	122.5	118.8	126.3
BLENDDED ARPU	54.0	52.3	50.8	55.4	52.8	56.2
PALESTINE						
Postpaid	99.4	96.4	93.5	91.3	95.1	99.7
Prepaid	16.5	15.2	14.4	15.2	17.1	16.8
BLENDDED ARPU	22.8	21.5	20.4	20.9	22.8	23.0
MYANMAR						
Postpaid	17.1	18.7	16.7	11.6	14.2	15.6
Prepaid	10.2	8.7	8.2	7.8	8.2	7.9
BLENDDED ARPU	10.2	8.7	8.2	7.9	8.2	7.9