

Operating Results by Operations in QR Millions



	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	9M 2017	9M 2016
OOREDOO GROUP								
Revenue	8,025.8	8,351.6	8,237.6	8,044.4	8,214.6	8,217.0	24,476.0	24,265.6
EBITDA	3,298.4	3,678.4	3,223.1	3,426.8	3,512.3	3,519.7	10,458.8	10,156.1
% EBITDA	41%	44%	39%	43%	43%	43%	43%	42%
NET PROFIT	700.4	490.3	560.7	667.3	639.7	582.8	1,889.8	2,186.7
Net Profit to Ooredoo shareholders	583.2	369.9	360.8	584.1	512.7	461.9	1,558.7	1,831.8
Capex	1,341.1	1,230.8	2,340.2	732.1	908.3	967.0	2,607.4	3,642.0
Capex/ Revenue (%)	17%	15%	28%	9%	11%	12%	11%	15%
Qatar operation								
Revenue	2,038.5	1,948.8	2,025.0	2,039.4	2,002.9	1,818.7	5,861.0	5,981.6
EBITDA	999.1	1,111.1	999.3	1,023.0	1,002.1	932.8	2,957.9	3,050.7
% EBITDA	49%	57%	49%	50%	50%	51%	50%	51%
Capex	215.5	214.2	349.6	160.8	217.1	168.9	546.8	614.6
Capex/ Revenue (%)	11%	11%	17%	8%	11%	9%	9%	10%
Indonesia								
Revenue	1,950.2	2,103.1	2,104.2	1,989.3	2,140.1	2,035.9	6,165.3	5,890.2
EBITDA	891.8	997.4	986.1	902.2	1,036.9	950.5	2,889.5	2,737.4
% EBITDA	46%	47%	47%	45%	48%	47%	47%	46%
Capex	295.5	326.7	938.3	170.0	294.2	207.9	672.1	776.8
Capex/ Revenue (%)	15%	16%	45%	9%	14%	10%	11%	13%
Iraq								
Revenue	1,019.8	1,065.9	1,056.0	1,060.8	1,114.4	1,171.9	3,347.1	3,161.4
EBITDA	512.3	458.6	461.4	479.0	493.4	521.7	1,494.1	1,461.5
% EBITDA	50%	43%	44%	45%	44%	45%	45%	46%
Capex	94.1	87.4	133.2	85.8	35.2	79.9	200.9	310.4
Capex/ Revenue (%)	9%	8%	13%	8%	3%	7%	6%	10%
Oman								
Revenue	651.1	675.1	666.1	661.7	656.0	676.9	1,994.7	1,972.8
EBITDA	341.6	373.9	335.4	350.0	343.3	372.8	1,066.0	1,069.1
% EBITDA	52%	55%	50%	53%	52%	55%	53%	54%
Capex	153.8	129.4	249.0	110.2	77.8	111.0	299.0	357.7
Capex/ Revenue (%)	24%	19%	37%	17%	12%	16%	15%	18%
Myanmar								
Revenue	383.4	388.1	364.9	322.9	300.7	337.0	960.7	1,105.0
EBITDA	(11.9)	(3.9)	(2.4)	20.1	24.1	48.4	92.5	(7.0)
% EBITDA	-3%	-1%	-1%	6%	8%	14%	10%	-1%
Capex	254.3	126.9	219.1	78.5	82.7	88.4	249.5	591.1
Capex/ Revenue (%)	66%	33%	60%	24%	27%	26%	26%	53%
WATANIYA GROUP								
Revenue	2,119.8	2,197.6	2,082.4	2,016.1	2,092.4	2,156.3	6,264.8	6,432.4
EBITDA	711.3	787.6	708.3	773.8	766.2	829.3	2,369.3	2,185.6
% EBITDA	34%	36%	34%	38%	37%	38%	38%	34%
Capex	325.8	345.6	449.9	125.8	199.5	309.6	634.9	986.8
Capex/ Revenue (%)	15%	16%	22%	6%	10%	14%	10%	15%
Kuwait								
Revenue	606.4	584.6	587.8	569.9	687.9	668.7	1,926.5	1,794.5
EBITDA	133.4	177.5	179.5	148.1	174.1	152.0	474.2	434.4
% EBITDA	22%	30%	31%	26%	25%	23%	25%	24%
Capex	63.6	131.5	65.4	41.7	30.8	95.5	168.1	286.0
Capex/ Revenue (%)	10%	22%	11%	7%	4%	14%	9%	16%
Tunisia								
Revenue	430.8	450.5	424.0	379.1	364.8	409.5	1,153.3	1,289.6
EBITDA	169.7	196.8	182.2	144.2	133.6	177.5	455.3	504.2
% EBITDA	39%	44%	43%	38%	37%	43%	39%	39%
Capex	82.8	78.8	89.5	41.5	36.1	39.0	116.6	218.0
Capex/ Revenue (%)	19%	17%	21%	11%	10%	10%	10%	17%
Algeria								
Revenue	917.6	983.4	902.7	880.2	858.1	892.0	2,630.2	2,828.9
EBITDA	340.4	344.7	270.3	398.1	379.7	419.4	1,197.2	1,037.7
% EBITDA	37%	35%	30%	45%	44%	47%	46%	37%
Capex	134.7	117.3	256.5	31.9	86.7	75.3	193.9	413.5
Capex/ Revenue (%)	15%	12%	28%	4%	10%	8%	7%	15%
Maldives								
Revenue	88.8	97.9	93.7	113.4	104.2	106.3	323.9	287.2
EBITDA	48.3	54.2	47.8	66.6	57.8	56.8	181.2	158.6
% EBITDA	54%	55%	51%	59%	55%	53%	56%	55%
Capex	39.7	12.7	29.9	9.8	31.3	7.3	48.4	55.8
Capex/ Revenue (%)	45%	13%	32%	9%	30%	7%	15%	19%
Palestine								
Revenue	76.2	81.3	74.2	73.6	77.4	79.9	230.8	232.2
EBITDA	24.9	20.2	12.4	17.4	22.5	21.3	61.2	67.4
% EBITDA	33%	25%	17%	24%	29%	27%	27%	29%
Capex	5.1	5.3	8.7	0.9	14.6	92.4	107.9	13.5
Capex/ Revenue (%)	7%	7%	12%	1%	19%	116%	47%	6%

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



	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
QATAR						
Postpaid	355.5	373.9	335.9	318.6	305.4	287.7
Prepaid	67.5	69.5	68.4	63.6	63.1	58.4
BLENDDED ARPU	119.8	126.7	120.9	116.6	115.7	108.1
Fixed Line	76.6	71.2	72.7	69.9	65.7	63.5
INDONESIA						
Postpaid	41.1	42.8	42.0	37.0	37.3	34.8
Prepaid	6.6	6.3	6.3	5.5	5.5	5.3
BLENDDED ARPU	6.9	6.6	6.7	5.8	5.9	5.6
Fixed Line	0.0	0.0	0.0	0.0	0.0	0.0
IRAQ						
Prepaid	31.4	32.2	30.3	29.0	30.4	31.2
OMAN						
Postpaid	211.3	210.9	207.5	193.6	189.3	185.9
Prepaid	54.9	55.0	54.9	51.7	49.5	53.3
BLENDDED ARPU	67.0	66.8	66.6	62.4	60.0	63.3
Fixed Line	312.2	314.0	319.3	322.1	295.4	277.1
KUWAIT						
Postpaid	252.2	241.0	234.5	221.9	222.9	211.3
Prepaid	35.8	34.8	36.4	34.8	36.5	38.1
Wireless Broadband	54.8	46.4	44.9	41.5	39.3	40.3
BLENDDED ARPU	67.8	65.5	66.5	63.6	65.3	66.7
TUNISIA						
Postpaid	49.3	40.9	41.2	36.9	32.5	35.1
Prepaid	14.1	14.4	12.7	11.7	11.5	12.7
BLENDDED ARPU	15.7	15.6	14.0	12.9	12.5	13.8
ALGERIA						
Postpaid	59.7	60.2	55.5	54.2	57.0	57.8
Prepaid	21.5	22.9	20.7	19.8	19.8	20.5
Wireless Broadband	4.1	3.9	3.3	3.0	2.7	2.6
BLENDDED ARPU	21.9	23.3	21.2	20.3	20.2	20.8
MALDIVES						
Postpaid	133.3	142.5	144.5	149.6	152.6	153.8
Prepaid	46.7	47.0	42.4	49.2	51.0	49.3
Wireless Broadband	38.7	32.5	29.0	25.0	22.5	21.3
Fixed Line	0.0	0.0	135.6	173.5	168.0	163.5
BLENDDED ARPU	51.9	52.5	48.6	54.9	56.7	55.4
PALESTINE						
Postpaid	102.4	101.4	97.1	99.9	102.2	104.1
Prepaid	24.4	23.8	20.7	19.5	21.3	22.0
BLENDDED ARPU	30.6	30.2	27.2	26.7	28.8	29.7
MYANMAR						
Postpaid	0.0	0.0	0.0	22.3	13.4	24.3
Prepaid	15.4	13.7	12.2	11.3	11.1	14.2
BLENDDED ARPU	0.0	0.0	0.0	11.3	11.1	14.2

Total Customers by Operation (number)



	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
QATAR						
Postpaid	556,940	585,185	621,251	673,354	693,780	688,401
Prepaid	2,470,479	2,465,608	2,474,324	2,470,227	2,464,915	2,471,498
Fixed Line	375,459	380,497	388,104	386,750	384,503	382,186
Total Customers	3,402,878	3,431,290	3,483,679	3,530,331	3,543,198	3,542,085
INDONESIA						
Postpaid	786,359	839,383	913,589	960,275	1,056,571	1,159,673
Prepaid	79,665,636	80,791,963	84,740,061	94,658,082	95,301,855	95,840,127
Fixed Line	-	-	-	-	-	-
Total Customers	80,451,995	81,631,346	85,653,650	95,618,357	96,358,426	96,999,800
IRAQ						
Prepaid	10,827,855	11,204,600	11,987,345	12,061,363	12,214,871	12,467,362
OMAN						
Postpaid	212,352	215,729	218,325	223,222	225,114	223,607
Prepaid	2,548,828	2,620,400	2,640,428	2,743,030	2,781,547	2,701,267
Wireless Broadband						
Fixed Line	80,200	84,006	87,907	93,094	98,929	108,293
Total Customers	2,841,380	2,920,135	2,946,660	3,059,346	3,105,590	3,033,167
MYANMAR						
Postpaid	-	-	-	9,490	8,642	9,731
Prepaid	8,230,243	8,753,122	8,999,994	9,331,568	8,318,602	7,656,166
Total Customers	8,230,243	8,753,122	8,999,994	9,341,058	8,327,244	7,665,897
Others						
Total Customers	113,894	129,722	103,411	93,663	103,073	100,065
WATANIYA GROUP						
Postpaid	1,444,913	1,447,162	1,467,775	1,483,289	1,453,247	1,462,654
Prepaid	21,297,576	21,683,002	21,931,561	21,947,518	22,139,868	22,610,012
Wireless Broadband	1,763,124	1,728,367	1,771,661	1,825,249	1,853,889	1,849,147
Fixed Line	49,654	57,825	75,775	96,464	116,955	136,988
Total Customers	24,555,267	24,916,356	25,246,772	25,352,520	25,563,959	26,058,801
KUWAIT						
Postpaid	321,376	325,801	328,487	337,292	358,602	372,632
Prepaid	1,496,384	1,369,895	1,308,012	1,233,412	1,149,994	1,122,343
Wireless Broadband	664,545	680,716	709,373	751,352	783,756	781,775
Total Customers	2,482,305	2,376,412	2,345,872	2,322,056	2,292,352	2,276,750
TUNISIA						
Postpaid	349,466	347,284	355,580	370,785	381,143	396,010
Prepaid	7,199,727	7,435,190	7,534,037	7,517,705	7,539,722	7,812,823
Fixed Line	49,654	57,825	71,726	91,783	111,575	130,970
Total Customers	7,598,847	7,840,299	7,961,343	7,980,273	8,032,440	8,339,803
ALGERIA						
Postpaid	690,910	684,316	688,391	674,318	610,836	586,659
Prepaid	11,602,815	11,853,446	12,044,425	12,148,024	12,392,156	12,574,741
Wireless Broadband	1,071,950	1,020,605	1,036,077	1,047,062	1,043,852	1,040,785
Total Customers	13,365,675	13,558,367	13,768,893	13,869,404	14,046,844	14,202,185
MALDIVES						
Postpaid	25,644	26,690	28,587	29,465	30,158	31,832
Prepaid	325,286	333,961	338,627	342,801	344,499	371,156
Wireless Broadband	26,629	27,046	26,211	26,835	26,281	26,587
Fixed Line	-	0	4,049	4,681	5,380	6,018
Total Customers	377,559	387,697	397,474	403,782	406,318	435,593
PALESTINE						
Postpaid	57,517	63,071	66,730	71,429	72,508	75,521
Prepaid	673,364	690,510	706,460	705,576	713,497	728,949
Total Customers	730,881	753,581	773,190	777,005	786,005	804,470
Total Consolidated Customers	130,423,512	132,986,571	138,421,511	149,056,638	149,216,361	149,867,177

Consolidated Customer Status as at 30th September 2017



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	688,401	2,471,498	-	382,186	-	3,542,085	100%	3,542,085
Indonesia	1,159,673	95,840,127	-	-	-	96,999,800	65%	63,049,870
Iraq	-	12,467,362	-	-	-	12,467,362	64.1%	7,986,592
Oman	223,607	2,701,267	-	108,293	-	3,033,167	55%	1,668,241.85
Myanmar	9,731	7,656,166	-	-	-	7,665,897	100.0%	7,665,897
Kuwait	372,632	1,122,343	781,775	-	-	2,276,750	92.1%	2,096,887
Tunisia	396,010	7,812,823	-	130,970	-	8,339,803	84.1%	7,013,774
Algeria	586,659	12,574,741	1,040,785	-	-	14,202,185	74.4%	10,566,426
Maldives	31,832	371,156	26,587	6,018	-	435,593	83.4%	363,118
Palestine	75,521	728,949	-	-	-	804,470	44.6%	359,035
Others	-	-	-	-	100,065	100,065	49.0%	49,032
Total Active Customers	3,544,066	143,746,432	1,849,147	627,467	100,065	149,867,177		104,360,957