

## Operating Results by Operations in QR Millions



	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018	3M 2018	3M 2017
<b>OOREDOO GROUP</b>								
Revenue	8,237.6	8,044.4	8,214.6	8,217.0	8,170.0	7,763.2	7,763.2	8,044.4
EBITDA	3,223.1	3,426.8	3,512.3	3,519.7	3,181.2	3,049.1	3,049.1	3,426.8
% EBITDA	39%	43%	43%	43%	39%	39%	39%	43%
<b>NET PROFIT</b>	560.7	667.3	639.7	582.8	398.9	552.1	552.1	667.3
Net Profit to Ooredoo shareholders	360.8	584.1	512.7	461.9	338.6	486.0	486.0	584.1
Capex	2,340.2	732.1	908.3	967.0	1,934.0	945.6	945.6	732.1
Capex/ Revenue (%)	28%	9%	11%	12%	24%	12%	12%	9%
<b>Qatar operation</b>								
Revenue	2,025.0	2,039.4	2,002.9	1,818.7	1,929.7	1,978.7	1,978.7	2,039.4
EBITDA	999.3	1,023.0	1,002.1	932.8	957.9	955.2	955.2	1,023.0
% EBITDA	49%	50%	50%	51%	50%	48%	48%	50%
Capex	349.6	160.8	217.1	168.9	267.3	123.8	123.8	160.8
Capex/ Revenue (%)	17%	8%	11%	9%	14%	6%	6%	8%
<b>Indonesia</b>								
Revenue	2,104.2	1,989.3	2,140.1	2,035.9	1,979.9	1,529.3	1,529.3	1,989.3
EBITDA	986.1	902.2	1,036.9	950.5	838.8	585.7	585.7	902.2
% EBITDA	47%	45%	48%	47%	42%	38%	38%	45%
Capex	938.3	170.0	294.2	207.9	1,000.8	349.2	349.2	170.0
Capex/ Revenue (%)	45%	9%	14%	10%	51%	23%	23%	9%
<b>Iraq</b>								
Revenue	1,056.0	1,060.8	1,114.4	1,171.9	1,142.9	1,119.8	1,119.8	1,060.8
EBITDA	461.4	479.0	493.4	521.7	487.5	538.1	538.1	479.0
% EBITDA	44%	45%	44%	45%	43%	48%	48%	45%
Capex	133.2	85.8	35.2	79.9	1.1	1.8	1.8	85.8
Capex/ Revenue (%)	13%	8%	3%	7%	0%	0%	0%	8%
<b>Oman</b>								
Revenue	666.1	661.7	656.0	676.9	675.5	661.3	661.3	661.7
EBITDA	335.4	350.0	343.3	372.8	363.2	351.3	351.3	350.0
% EBITDA	50%	53%	52%	55%	54%	53%	53%	53%
Capex	249.0	110.2	77.8	111.0	146.9	94.5	94.5	110.2
Capex/ Revenue (%)	37%	17%	12%	16%	22%	14%	14%	17%
<b>Myanmar</b>								
Revenue	364.9	322.9	300.7	337.0	362.8	373.9	373.9	322.9
EBITDA	(2.4)	20.1	24.1	48.4	59.5	65.4	65.4	20.1
% EBITDA	-1%	6%	8%	14%	16%	17%	17%	6%
Capex	219.1	78.5	82.7	88.4	246.9	99.1	99.1	78.5
Capex/ Revenue (%)	60%	24%	27%	26%	68%	26%	26%	24%
<b>WATANIYA GROUP</b>								
Revenue	2,082.4	2,016.1	2,092.4	2,156.3	2,109.3	2,117.9	2,117.9	2,016.1
EBITDA	708.3	773.8	766.2	829.3	698.2	671.0	671.0	773.8
% EBITDA	34%	38%	37%	38%	33%	32%	32%	38%
Capex	449.9	125.8	199.5	309.6	267.9	274.3	274.3	125.8
Capex/ Revenue (%)	22%	6%	10%	14%	13%	13%	13%	6%
<b>Kuwait</b>								
Revenue	587.8	569.9	687.9	668.7	748.0	794.5	794.5	569.9
EBITDA	179.5	148.1	174.1	152.0	177.6	143.6	143.6	148.1
% EBITDA	31%	26%	25%	23%	24%	18%	18%	26%
Capex	65.4	41.7	30.8	95.5	41.5	69.8	69.8	41.7
Capex/ Revenue (%)	11%	7%	4%	14%	6%	9%	9%	7%
<b>Tunisia</b>								
Revenue	424.0	379.1	364.8	409.5	376.9	386.9	386.9	379.1
EBITDA	182.2	144.2	133.6	177.5	150.6	144.2	144.2	144.2
% EBITDA	43%	38%	37%	43%	40%	37%	37%	38%
Capex	89.5	41.5	36.1	39.0	92.7	55.6	55.6	41.5
Capex/ Revenue (%)	21%	11%	10%	10%	25%	14%	14%	11%
<b>Algeria</b>								
Revenue	902.7	880.2	858.1	892.0	791.8	733.2	733.2	880.2
EBITDA	270.3	398.1	379.7	419.4	308.6	306.3	306.3	398.1
% EBITDA	30%	45%	44%	47%	39%	42%	42%	45%
Capex	256.5	31.9	86.7	75.3	34.1	123.2	123.2	31.9
Capex/ Revenue (%)	28%	4%	10%	8%	4%	17%	17%	4%
<b>Maldives</b>								
Revenue	93.7	113.4	104.2	106.3	111.6	117.0	117.0	113.4
EBITDA	47.8	66.6	57.8	56.8	54.6	63.4	63.4	66.6
% EBITDA	51%	59%	55%	53%	49%	54%	54%	59%
Capex	29.9	9.8	31.3	7.3	7.8	7.5	7.5	9.8
Capex/ Revenue (%)	32%	9%	30%	7%	7%	6%	6%	9%
<b>Palestine</b>								
Revenue	74.2	73.6	77.4	79.9	81.0	86.3	86.3	73.6
EBITDA	12.4	17.4	22.5	21.3	7.5	13.7	13.7	17.4
% EBITDA	17%	24%	29%	27%	9%	16%	16%	24%
Capex	8.7	0.9	14.6	92.4	91.9	18.2	18.2	0.9
Capex/ Revenue (%)	12%	1%	19%	116%	113%	21%	21%	1%

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

## Total Customers by Operation (number)



	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
<b>QATAR</b>						
Postpaid	621,251	673,354	693,780	688,401	681,928	690,702
Prepaid	2,474,324	2,470,227	2,464,915	2,471,498	2,373,885	2,262,360
Fixed Line	388,104	386,750	384,503	382,186	379,860	379,644
<b>Total Customers</b>	<b>3,483,679</b>	<b>3,530,331</b>	<b>3,543,198</b>	<b>3,542,085</b>	<b>3,435,673</b>	<b>3,332,706</b>
<b>INDONESIA</b>						
Postpaid	913,589	960,275	1,056,571	1,159,673	1,242,742	1,363,188
Prepaid	84,740,061	94,658,082	95,301,855	95,840,127	108,957,140	94,797,626
Fixed Line	-	-	-	-	-	-
<b>Total Customers</b>	<b>85,653,650</b>	<b>95,618,357</b>	<b>96,358,426</b>	<b>96,999,800</b>	<b>110,199,882</b>	<b>96,160,814</b>
<b>IRAQ</b>						
<b>Prepaid</b>	<b>11,987,345</b>	<b>12,061,363</b>	<b>12,214,871</b>	<b>12,467,362</b>	<b>12,924,839</b>	<b>12,934,058</b>
<b>OMAN</b>						
Postpaid	218,325	223,222	225,114	223,607	222,062	224,427
Prepaid	2,640,428	2,743,030	2,781,547	2,701,267	2,732,069	2,708,010
Fixed Line	87,907	93,094	98,929	108,293	117,535	124,176
<b>Total Customers</b>	<b>2,946,660</b>	<b>3,059,346</b>	<b>3,105,590</b>	<b>3,033,167</b>	<b>3,071,666</b>	<b>3,056,613</b>
<b>MYANMAR</b>						
Postpaid	-	9,490	8,642	9,731	10,789	12,305
Prepaid	8,999,994	9,331,568	8,318,602	7,656,166	7,904,700	9,084,816
<b>Total Customers</b>	<b>8,999,994</b>	<b>9,341,058</b>	<b>8,327,244</b>	<b>7,665,897</b>	<b>7,915,489</b>	<b>9,097,121</b>
<b>Others</b>						
<b>Total Customers</b>	<b>103,411</b>	<b>93,663</b>	<b>103,073</b>	<b>100,065</b>	<b>79,725</b>	<b>70,388</b>
<b>WATANIYA GROUP</b>						
Postpaid	1,467,775	1,483,289	1,453,247	1,462,654	1,486,983	1,467,518
Prepaid	21,931,561	21,947,518	22,139,868	22,610,012	22,902,101	22,248,862
Wireless Broadband	1,771,661	1,825,249	1,853,889	1,849,147	1,781,051	1,957,602
Fixed Line	75,775	96,464	116,955	136,988	148,126	174,398
<b>Total Customers</b>	<b>25,246,772</b>	<b>25,352,520</b>	<b>25,563,959</b>	<b>26,058,801</b>	<b>26,318,261</b>	<b>25,848,380</b>
<b>KUWAIT</b>						
Postpaid	328,487	337,292	358,602	372,632	386,310	399,099
Prepaid	1,308,012	1,233,412	1,149,994	1,122,343	1,042,680	1,059,296
Wireless Broadband	709,373	751,352	783,756	781,775	786,998	744,012
<b>Total Customers</b>	<b>2,345,872</b>	<b>2,322,056</b>	<b>2,292,352</b>	<b>2,276,750</b>	<b>2,215,988</b>	<b>2,202,407</b>
<b>TUNISIA</b>						
Postpaid	355,580	370,785	381,143	396,010	411,242	387,022
Prepaid	7,534,037	7,517,705	7,539,722	7,812,823	7,799,739	7,750,471
Wireless Broadband	-	-	-	-	-	234,015
Fixed Line	71,726	91,783	111,575	130,970	141,438	166,307
<b>Total Customers</b>	<b>7,961,343</b>	<b>7,980,273</b>	<b>8,032,440</b>	<b>8,339,803</b>	<b>8,352,419</b>	<b>8,537,815</b>
<b>ALGERIA</b>						
Postpaid	688,391	674,318	610,836	586,659	568,936	548,016
Prepaid	12,044,425	12,148,024	12,392,156	12,574,741	12,756,987	11,959,905
Wireless Broadband	1,036,077	1,047,062	1,043,852	1,040,785	968,173	954,077
<b>Total Customers</b>	<b>13,768,893</b>	<b>13,869,404</b>	<b>14,046,844</b>	<b>14,202,185</b>	<b>14,294,096</b>	<b>13,461,998</b>
<b>MALDIVES</b>						
Postpaid	28,587	29,465	30,158	31,832	37,050	40,562
Prepaid	338,627	342,801	344,499	371,156	369,934	367,442
Wireless Broadband	26,211	26,835	26,281	26,587	25,880	25,498
Fixed Line	4,049	4,681	5,380	6,018	6,688	8,091
<b>Total Customers</b>	<b>397,474</b>	<b>403,782</b>	<b>406,318</b>	<b>435,593</b>	<b>439,552</b>	<b>441,593</b>
<b>PALESTINE</b>						
Postpaid	66,730	71,429	72,508	75,521	83,445	92,819
Prepaid	706,460	705,576	713,497	728,949	932,761	1,111,748
<b>Total Customers</b>	<b>773,190</b>	<b>777,005</b>	<b>786,005</b>	<b>804,470</b>	<b>1,016,206</b>	<b>1,204,567</b>
<b>Total Consolidated Customers</b>	<b>138,421,511</b>	<b>149,056,638</b>	<b>149,216,361</b>	<b>149,867,177</b>	<b>163,945,535</b>	<b>150,500,080</b>

Consolidated Customer Status as at 31st March 2018



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	449,774	2,262,360	240,928	379,644	-	3,332,706	100%	3,332,706
Indonesia	1,363,188	94,797,626	-	-	-	96,160,814	65%	62,504,529
Iraq	-	12,934,058	-	-	-	12,934,058	64.1%	8,285,558
Oman	224,427	2,708,010	-	124,176	-	3,056,613	55%	1,681,137
Myanmar	12,305	9,084,816	-	-	-	9,097,121	100.0%	9,097,121
Kuwait	399,099	1,059,296	744,012	-	-	2,202,407	92.1%	2,028,417
Tunisia	387,022	7,750,471	234,015	166,307	-	8,537,815	84.1%	7,180,302
Algeria	548,016	11,959,905	954,077	-	-	13,461,998	74.4%	10,015,727
Maldives	40,562	367,442	25,498	8,091	-	441,593	83.3%	368,024
Palestine	92,819	1,111,748	-	-	-	1,204,567	44.6%	537,598
Others	-	-	-	-	70,388	70,388	49.0%	34,490
<b>Total Active Customers</b>	<b>3,517,212</b>	<b>144,035,732</b>	<b>2,198,530</b>	<b>678,218</b>	<b>70,388</b>	<b>150,500,080</b>		<b>105,065,609</b>

Quarterly ARPU by Operation in Qatari Riyal



	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
<b>QATAR</b>						
Postpaid	335.9	318.6	305.4	287.7	285.2	268.2
Prepaid	68.4	63.6	63.1	58.4	64.5	63.7
BLENDED ARPU	120.9	116.6	115.7	108.1	112.8	110.5
Fixed Line	72.7	69.9	65.7	63.5	64.5	60.1
<b>INDONESIA</b>						
Postpaid	42.0	37.0	37.3	34.8	31.4	26.6
Prepaid	6.3	5.5	5.5	5.3	4.7	3.1
BLENDED ARPU	6.7	5.8	5.9	5.6	5.0	3.3
Fixed Line	0.0	0.0	0.0	0.0	0.0	0.0
<b>IRAQ</b>						
Prepaid	30.3	29.0	30.4	31.2	29.9	28.4
<b>OMAN</b>						
Postpaid	207.5	193.6	189.3	185.9	185.4	176.3
Prepaid	54.9	51.7	49.5	53.3	52.5	49.1
BLENDED ARPU	66.6	62.4	60.0	63.3	62.6	58.8
Fixed Line	319.3	322.1	295.4	277.1	280.8	296.3
<b>KUWAIT</b>						
Postpaid	234.5	221.9	222.9	211.3	211.4	200.1
Prepaid	36.4	34.8	36.5	38.1	45.1	40.9
Wireless Broadband	44.9	41.5	39.3	40.3	42.6	41.4
BLENDED ARPU	66.5	63.6	65.3	66.7	72.7	69.5
<b>TUNISIA</b>						
Postpaid	41.2	36.9	32.5	35.1	32.4	30.7
Prepaid	12.7	11.7	11.5	12.7	10.8	11.5
Wireless Broadband	-	-	-	-	-	8.2
BLENDED ARPU	14.0	12.9	12.5	13.8	11.9	12.3
<b>ALGERIA</b>						
Postpaid	55.5	54.2	57.0	57.8	58.0	55.5
Prepaid	20.7	19.8	19.8	20.5	17.6	17.2
Wireless Broadband	3.3	3.0	2.7	2.6	2.8	2.5
BLENDED ARPU	21.2	20.3	20.2	20.8	18.2	17.7
<b>MALDIVES</b>						
Postpaid	144.5	149.6	152.6	153.8	147.5	137.7
Prepaid	42.4	49.2	51.0	49.3	46.8	46.0
Wireless Broadband	29.0	25.0	22.5	21.3	18.4	14.6
Fixed Line	135.6	173.5	168.0	163.5	151.9	124.8
BLENDED ARPU	48.6	54.9	56.7	55.4	53.3	52.2
<b>PALESTINE</b>						
Postpaid	97.1	99.9	102.2	104.1	110.2	104.4
Prepaid	20.7	19.5	21.3	22.0	17.5	16.1
BLENDED ARPU	27.2	26.7	28.8	29.7	25.1	23.1
<b>MYANMAR</b>						
Postpaid	-	22.3	13.4	24.3	21.8	18.6
Prepaid	12.2	11.3	11.1	14.2	15.0	14.2
BLENDED ARPU	12.2	11.3	11.1	14.2	15.0	14.2