

Operating Results by Operations in QR Millions



	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	9M 2020	9M 2019
OOREDOO GROUP								
Revenue	7,316.2	7,457.0	7,950.4	7,295.3	6,822.8	7,295.9	21,414.0	21,965.2
EBITDA	3,166.1	3,325.3	3,182.9	3,022.7	2,973.4	3,252.7	9,248.8	9,664.4
% EBITDA	43%	45%	40%	41%	44%	45%	43%	44%
NET PROFIT	509.7	535.9	710.2	425.8	515.1	752.8	1,693.6	1,513.8
Net Profit to Ooredoo shareholders	420.7	424.1	459.6	386.8	431.7	649.8	1,468.2	1,265.2
Capex	1,015.2	1,323.3	2,425.6	811.2	1,295.9	1,308.5	3,415.5	3,443.1
Capex/ Revenue (%)	14%	18%	31%	11%	19%	18%	16%	16%
Qatar operation								
Revenue	1,826.4	1,759.9	1,880.3	1,767.1	1,746.0	1,767.0	5,280.2	5,420.4
EBITDA	1,039.3	964.5	915.6	966.1	946.2	982.1	2,894.4	3,041.2
% EBITDA	57%	55%	49%	55%	54%	56%	55%	56%
Capex	102.7	168.4	715.0	147.7	151.9	215.8	515.4	341.5
Capex/ Revenue (%)	6%	10%	38%	8%	9%	12%	10%	6%
Indonesia								
Revenue	1,596.4	1,692.1	1,881.9	1,668.6	1,687.6	1,768.0	5,124.3	4,845.6
EBITDA	669.9	814.7	772.2	700.4	825.4	841.1	2,366.9	2,126.6
% EBITDA	42%	48%	41%	42%	49%	48%	46%	44%
Capex	425.4	598.1	979.2	142.2	724.9	590.6	1,457.7	1,523.1
Capex/ Revenue (%)	27%	35%	52%	9%	43%	33%	28%	31%
Iraq								
Revenue	1,085.0	1,153.5	1,263.6	1,084.7	846.8	1,051.1	2,982.6	3,308.8
EBITDA	499.1	527.8	542.2	473.0	355.4	499.7	1,328.1	1,497.8
% EBITDA	46%	46%	43%	44%	42%	48%	45%	45%
Capex	82.5	63.4	113.6	141.4	79.1	79.9	300.4	247.0
Capex/ Revenue (%)	8%	5%	9%	13%	9%	8%	10%	7%
Oman								
Revenue	666.6	682.3	704.3	638.2	623.9	627.4	1,889.5	1,998.8
EBITDA	365.6	387.7	369.0	355.8	328.7	339.1	1,023.5	1,120.7
% EBITDA	55%	57%	52%	56%	53%	54%	54%	56%
Capex	64.4	168.4	134.3	97.9	114.4	146.6	358.9	332.7
Capex/ Revenue (%)	10%	25%	19%	15%	18%	23%	19%	17%
Myanmar								
Revenue	275.0	272.7	254.5	283.7	296.0	291.9	871.6	807.3
EBITDA	75.0	91.9	53.8	49.6	74.7	73.3	197.6	225.7
% EBITDA	27%	34%	21%	17%	25%	25%	23%	28%
Capex	69.3	46.1	92.3	56.8	18.2	32.0	107.0	163.1
Capex/ Revenue (%)	25%	17%	36%	20%	6%	11%	12%	20%
WATANIYA GROUP								
Revenue	1,869.5	1,911.8	1,960.1	1,855.2	1,628.0	1,754.7	5,237.9	5,631.6
EBITDA	686.5	700.3	698.2	629.5	543.5	624.9	1,797.8	2,089.9
% EBITDA	37%	37%	36%	34%	33%	36%	34%	37%
Capex	267.8	277.4	387.4	223.4	204.3	239.3	667.0	829.4
Capex/ Revenue (%)	14%	15%	20%	12%	13%	14%	13%	15%
Kuwait								
Revenue	694.5	666.3	738.8	656.3	577.6	609.4	1,843.3	2,033.4
EBITDA	221.3	204.8	230.8	165.5	151.0	165.3	481.8	636.3
% EBITDA	32%	31%	31%	25%	26%	27%	26%	31%
Capex	47.8	127.5	141.1	71.8	49.6	55.7	177.1	223.9
Capex/ Revenue (%)	7%	19%	19%	11%	9%	9%	10%	11%
Tunisia								
Revenue	359.9	407.5	379.0	382.5	348.7	392.3	1,123.5	1,096.5
EBITDA	179.2	202.1	158.5	167.6	146.9	179.3	493.7	523.5
% EBITDA	50%	50%	42%	44%	42%	46%	44%	48%
Capex	40.6	40.3	63.6	32.7	50.2	71.1	154.1	122.1
Capex/ Revenue (%)	11%	10%	17%	9%	14%	18%	14%	11%
Algeria								
Revenue	612.9	627.9	615.6	594.4	520.0	571.0	1,685.4	1,885.0
EBITDA	198.6	203.6	204.4	200.4	170.5	204.5	575.5	662.8
% EBITDA	32%	32%	33%	34%	33%	36%	34%	35%
Capex	158.8	96.8	149.4	93.1	90.4	78.1	261.6	431.6
Capex/ Revenue (%)	26%	15%	24%	16%	17%	14%	16%	23%
Maldives								
Revenue	116.1	115.3	130.0	128.2	96.7	86.9	311.9	351.2
EBITDA	61.7	61.2	73.0	68.4	46.1	40.9	155.4	191.5
% EBITDA	53%	53%	56%	53%	48%	47%	50%	55%
Capex	16.9	11.1	12.8	8.7	8.1	33.3	50.0	42.5
Capex/ Revenue (%)	15%	10%	10%	7%	8%	38%	16%	12%
Palestine								
Revenue	86.1	94.9	96.6	93.7	85.0	95.2	273.9	265.4
EBITDA	26.0	28.7	31.5	27.6	29.0	35.0	91.6	77.8
% EBITDA	30%	30%	33%	29%	34%	37%	33%	29%
Capex	3.7	1.7	20.6	17.0	6.1	1.1	24.2	9.4
Capex/ Revenue (%)	4%	2%	21%	18%	7%	1%	9%	4%

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

Total Customers by Operation (number)



	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
QATAR						
Postpaid	752,528	753,209	769,150	785,379	788,388	774,226
Prepaid	2,176,551	2,119,993	2,126,944	2,134,706	2,189,894	2,191,199
Fixed Line	380,960	373,209	374,639	373,546	374,921	367,753
Total Customers	3,310,039	3,246,411	3,270,733	3,293,631	3,353,203	3,333,178
INDONESIA						
Postpaid	1,640,614	1,502,880	1,510,774	1,533,414	1,495,441	1,558,008
Prepaid	55,081,450	57,253,918	57,783,578	54,636,747	55,712,200	58,829,702
Fixed Line	-	-	-	-	-	-
Total Customers	56,722,064	58,756,798	59,294,352	56,170,161	57,207,641	60,387,710
IRAQ						
Prepaid	13,860,401	14,081,381	14,162,069	14,487,343	13,257,935	14,200,914
OMAN						
Postpaid	252,369	266,325	279,467	308,961	315,040	343,212
Prepaid	2,698,484	2,551,756	2,415,417	2,363,829	2,128,438	2,120,970
Fixed Line	154,525	163,400	168,669	171,017	172,296	167,773
Total Customers	3,105,378	2,981,481	2,863,553	2,843,807	2,615,774	2,631,955
MYANMAR						
Postpaid	18,643	15,242	16,741	20,845	21,184	26,352
Prepaid	11,089,125	9,985,471	11,510,208	15,544,923	14,817,929	13,093,445
Total Customers	11,107,768	10,000,713	11,526,949	15,565,768	14,839,113	13,119,797
Others						
Total Customers	30,706	26,836	24,752	22,643	18,987	12,305
WATANIYA GROUP						
Postpaid	1,600,861	1,611,818	1,631,012	1,649,230	1,679,671	1,705,640
Prepaid	23,712,784	23,784,643	23,073,897	22,553,089	22,798,075	22,146,039
Wireless Broadband	1,114,679	1,112,405	1,080,629	1,110,863	1,128,728	1,130,741
Fixed Line	299,477	306,419	308,921	294,911	300,669	291,898
Total Customers	26,727,801	26,815,285	26,094,459	25,608,093	25,907,143	25,274,318
KUWAIT						
Postpaid	473,557	477,400	483,349	483,983	506,187	462,381
Prepaid	1,306,536	1,395,296	1,368,376	1,222,941	1,135,948	1,221,762
Wireless Broadband	748,972	741,157	736,077	743,614	752,273	764,460
Total Customers	2,529,065	2,613,853	2,587,802	2,450,538	2,394,408	2,448,603
TUNISIA						
Postpaid	422,931	442,371	459,638	459,086	464,648	491,390
Prepaid	7,974,307	8,181,046	8,252,626	8,184,186	7,918,765	7,917,816
Wireless Broadband	168,424.00	170,245.00	165,721.00	179,971.00	179,644.00	166,506
Fixed Line	277,154	281,719	284,970	269,517	273,487	262,009
Total Customers	8,842,816	9,075,381	9,162,955	9,092,760	8,836,544	8,837,721
ALGERIA						
Postpaid	549,092	536,444	532,644	541,806	545,209	586,219
Prepaid	12,881,346	12,682,299	11,929,445	11,598,730	12,215,720	11,561,210
Wireless Broadband	176,455	173,503	153,245	157,886	166,503	167,972
Total Customers	13,606,893	13,392,246	12,615,334	12,298,422	12,927,432	12,315,401
MALDIVES						
Postpaid	58,559	60,500	54,219	56,055	57,055	59,729
Prepaid	345,602	338,900	301,737	280,756	257,898	232,376
Wireless Broadband	20,828	27,500	25,586	29,392	30,308	31,803
Fixed Line	22,323	24,700	23,951	25,394	27,182	29,889
Total Customers	447,312	451,600	405,493	391,597	372,443	353,797
PALESTINE						
Postpaid	96,722	95,103	101,162	108,300	106,572	105,921
Prepaid	1,204,993	1,187,102	1,221,713	1,266,476	1,269,744	1,212,875
Total Customers	1,301,715	1,282,205	1,322,875	1,374,776	1,376,316	1,318,796
Total Consolidated Customers	114,864,157	115,908,905	117,236,867	117,991,446	117,199,796	118,960,177

Consolidated Customer Status as at 30th September 2020



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	774,226	2,191,199	-	367,753	-	3,333,178	100%	3,333,178
Indonesia	1,558,008	58,829,702	-	-	-	60,387,710	65%	39,252,012
Iraq	-	14,200,914	-	-	-	14,200,914	64.1%	9,097,106
Oman	343,212	2,120,970	-	167,773	-	2,631,955	55%	1,447,575
Myanmar	26,352	13,093,445	-	-	-	13,119,797	100.0%	13,119,797
Kuwait	462,381	1,221,762	764,460	-	-	2,448,603	92.1%	2,255,163
Tunisia	491,390	7,917,816	166,506	262,009	-	8,837,721	84.1%	7,432,523
Algeria	586,219	11,561,210	167,972	-	-	12,315,401	74.4%	9,162,658
Maldives	59,729	232,376	31,803	29,889	-	353,797	83.3%	294,854
Palestine	105,921	1,212,875	-	-	-	1,318,796	45.4%	598,448
Others	-	-	-	-	12,305	12,305	49.0%	6,029
Total Active Customers	4,248,096	112,582,269	1,290,083	827,424	12,305	118,960,177		85,999,344

Quarterly ARPU by Operation in Qatari Riyal



	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
QATAR						
Postpaid	274.1	274.3	265.6	261.1	256.4	260.2
Prepaid	55.6	50.2	50.6	48.8	45.0	43.7
BLENDDED ARPU	111.6	108.4	107.4	105.2	101.9	100.7
Fixed Line	54.5	55.5	54.7	54.4	48.9	54.2
INDONESIA						
Postpaid	28.5	24.7	25.7	22.1	20.6	20.1
Prepaid	6.9	6.6	6.8	7.2	7.7	7.7
BLENDDED ARPU	7.5	7.1	7.3	7.6	8.1	8.0
IRAQ						
Prepaid	25.3	27.1	29.2	23.2	19.0	23.7
OMAN						
Postpaid	163.8	155.6	149.7	133.3	132.9	132.0
Prepaid	43.7	44.4	44.2	40.4	39.1	42.5
BLENDDED ARPU	53.7	54.4	54.7	50.5	50.8	54.5
Fixed Line	295.3	304.4	304.4	296.7	296.5	299.2
KUWAIT						
Postpaid	182.1	178.6	163.7	166.2	146.9	160.0
Prepaid	29.3	26.9	27.0	26.0	28.3	31.3
Wireless Broadband	47.0	50.7	49.7	49.3	49.4	48.5
BLENDDED ARPU	63.2	61.7	58.5	59.3	59.6	62.3
TUNISIA						
Postpaid	26.4	27.5	28.2	29.2	28.4	18.6
Prepaid	10.1	11.4	10.0	10.1	9.5	11.3
Wireless Broadband	17.1	23.3	24.1	28.0	23.9	27.8
BLENDDED ARPU	11.0	12.5	11.2	11.4	10.8	12.0
ALGERIA						
Postpaid	44.9	43.7	45.9	42.5	38.1	39.3
Prepaid	13.3	14.0	14.2	15.0	12.5	13.8
Wireless Broadband	15.6	15.0	14.0	17.6	15.6	15.4
BLENDDED ARPU	14.6	15.2	15.5	16.2	13.7	15.0
MALDIVES						
Postpaid	122.7	124.4	135.1	144.4	141.1	135.6
Prepaid	45.2	40.4	42.2	43.3	43.8	43.7
Wireless Broadband	40.7	51.3	52.1	56.0	51.2	37.4
Fixed Line	122.5	118.8	126.3	135.4	149.5	146.9
BLENDDED ARPU	55.4	52.8	56.2	59.0	59.9	59.1
PALESTINE						
Postpaid	91.3	95.1	99.7	90.2	91.3	92.7
Prepaid	15.2	17.1	16.8	15.0	13.2	15.6
BLENDDED ARPU	20.9	22.8	23.0	20.9	19.3	21.6
MYANMAR						
Postpaid	11.6	14.2	15.6	15.8	15.1	15.4
Prepaid	7.8	8.2	7.9	6.4	5.9	6.8
BLENDDED ARPU	7.9	8.2	7.9	6.4	5.9	6.8