

Operating Results by Operations in QR Millions



	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	12M 2020	12M 2019
OREDOO GROUP								
Revenue	7,457.0	7,950.4	7,295.3	6,822.8	7,295.9	7,452.6	28,866.6	29,915.5
EBITDA	3,325.3	3,182.9	3,022.7	2,973.4	3,252.7	2,880.9	12,129.7	12,847.3
% EBITDA	45%	40%	41%	44%	45%	39%	42%	43%
NET PROFIT	535.9	710.2	425.8	515.1	752.8	(271.7)	1,421.9	2,224.0
Net Profit to Ooredoo shareholders	424.1	459.6	386.8	431.7	649.8	(341.7)	1,126.5	1,724.8
Capex	1,323.3	2,425.6	811.2	1,295.9	1,308.5	2,374.9	5,790.4	5,868.8
Capex/ Revenue (%)	18%	31%	11%	19%	18%	32%	20%	20%
Qatar operation								
Revenue	1,759.9	1,880.3	1,767.1	1,746.0	1,767.0	1,792.3	7,072.5	7,300.7
EBITDA	964.5	915.6	966.1	946.2	982.1	801.2	3,695.6	3,956.8
% EBITDA	55%	49%	55%	54%	56%	45%	52%	54%
Capex	168.4	715.0	147.7	151.9	215.8	401.3	916.7	1,056.5
Capex/ Revenue (%)	10%	38%	8%	9%	12%	22%	13%	14%
Indonesia								
Revenue	1,692.1	1,881.9	1,668.6	1,687.6	1,768.0	1,859.0	6,983.3	6,727.5
EBITDA	814.7	772.2	700.4	825.4	841.1	838.6	3,205.5	2,898.8
% EBITDA	48%	41%	42%	49%	48%	45%	46%	43%
Capex	598.1	979.2	142.2	724.9	590.6	811.6	2,269.3	2,502.3
Capex/ Revenue (%)	35%	52%	9%	43%	33%	44%	32%	37%
Iraq								
Revenue	1,153.5	1,263.6	1,084.7	846.8	1,051.1	1,037.2	4,019.8	4,572.4
EBITDA	527.8	542.2	473.0	355.4	499.7	436.8	1,764.9	2,040.0
% EBITDA	46%	43%	44%	42%	48%	42%	44%	45%
Capex	63.4	113.6	141.4	79.1	79.9	281.7	582.1	360.6
Capex/ Revenue (%)	5%	9%	13%	9%	8%	27%	14%	8%
Oman								
Revenue	682.3	704.3	638.2	623.9	627.4	619.3	2,508.8	2,703.1
EBITDA	387.7	369.0	355.8	328.7	339.1	317.9	1,341.5	1,489.7
% EBITDA	57%	52%	56%	53%	54%	51%	53%	55%
Capex	168.4	134.3	97.9	114.4	146.6	215.6	574.5	467.0
Capex/ Revenue (%)	25%	19%	15%	18%	23%	35%	23%	17%
Myanmar								
Revenue	272.7	254.5	283.7	296.0	291.9	299.9	1,171.5	1,061.9
EBITDA	91.9	53.8	49.6	74.7	73.3	116.6	314.2	279.6
% EBITDA	34%	21%	17%	25%	25%	39%	27%	26%
Capex	46.1	92.3	56.8	18.2	32.0	81.3	188.3	255.4
Capex/ Revenue (%)	17%	36%	20%	6%	11%	27%	16%	24%
WATANIYA GROUP								
Revenue	1,911.8	1,960.1	1,855.2	1,628.0	1,754.7	1,802.0	7,039.9	7,591.6
EBITDA	700.3	698.2	629.5	543.5	624.9	539.7	2,337.5	2,788.1
% EBITDA	37%	36%	34%	33%	36%	30%	33%	37%
Capex	277.4	387.4	223.4	204.3	239.3	581.1	1,248.1	1,216.8
Capex/ Revenue (%)	15%	20%	12%	13%	14%	32%	18%	16%
Kuwait								
Revenue	666.3	738.8	656.3	577.6	609.4	648.2	2,491.5	2,772.3
EBITDA	204.8	230.8	165.5	151.0	165.3	135.1	616.9	867.1
% EBITDA	31%	31%	25%	26%	27%	21%	25%	31%
Capex	127.5	141.1	71.8	49.6	55.7	149.3	326.4	365.0
Capex/ Revenue (%)	19%	19%	11%	9%	9%	23%	13%	13%
Tunisia								
Revenue	407.5	379.0	382.5	348.7	392.3	392.3	1,515.8	1,475.6
EBITDA	202.1	158.5	167.6	146.9	179.3	156.4	650.1	682.0
% EBITDA	50%	42%	44%	42%	46%	40%	43%	46%
Capex	40.3	63.6	32.7	50.2	71.1	101.0	255.1	185.7
Capex/ Revenue (%)	10%	17%	9%	14%	18%	26%	17%	13%
Algeria								
Revenue	627.9	615.6	594.4	520.0	571.0	570.2	2,255.6	2,500.6
EBITDA	203.6	204.4	200.4	170.5	204.5	168.4	743.8	867.2
% EBITDA	32%	33%	34%	33%	36%	30%	33%	35%
Capex	96.8	149.4	93.1	90.4	78.1	276.5	538.2	580.9
Capex/ Revenue (%)	15%	24%	16%	17%	14%	48%	24%	23%
Maldives								
Revenue	115.3	130.0	128.2	96.7	86.9	95.1	407.0	481.2
EBITDA	61.2	73.0	68.4	46.1	40.9	46.6	202.0	264.4
% EBITDA	53%	56%	53%	48%	47%	49%	50%	55%
Capex	11.1	12.8	8.7	8.1	33.3	40.7	90.7	55.3
Capex/ Revenue (%)	10%	10%	7%	8%	38%	43%	22%	11%
Palestine								
Revenue	94.9	96.6	93.7	85.0	95.2	96.1	370.0	362.0
EBITDA	28.7	31.5	27.6	29.0	35.0	33.2	124.9	109.3
% EBITDA	30%	33%	29%	34%	37%	35%	34%	30%
Capex	1.7	20.6	17.0	6.1	1.1	13.5	37.6	30.0
Capex/ Revenue (%)	2%	21%	18%	7%	1%	14%	10%	8%

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

Total Customers by Operation (number)



	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
QATAR						
Postpaid	753,209	769,150	785,379	788,388	774,226	781,573
Prepaid	2,119,993	2,126,944	2,134,706	2,189,894	2,191,199	2,130,693
Fixed Line	373,209	374,639	373,546	374,921	367,753	361,874
Total Customers	3,246,411	3,270,733	3,293,631	3,353,203	3,333,178	3,274,140
INDONESIA						
Postpaid	1,502,880	1,510,774	1,533,414	1,495,441	1,558,008	1,616,672
Prepaid	57,253,918	57,783,578	54,636,747	55,712,200	58,829,702	58,656,967
Fixed Line						
Total Customers	58,756,798	59,294,352	56,170,161	57,207,641	60,387,710	60,273,639
IRAQ						
Prepaid	14,081,381	14,162,069	14,487,343	13,257,935	14,200,914	14,718,887
OMAN						
Postpaid	266,325	279,467	308,961	315,040	343,212	427,206
Prepaid	2,551,756	2,415,417	2,363,829	2,128,438	2,120,970	2,199,348
Fixed Line	163,400	168,669	171,017	172,296	167,773	168,870
Total Customers	2,981,481	2,863,553	2,843,807	2,615,774	2,631,955	2,795,424
MYANMAR						
Postpaid	15,242	16,741	20,845	21,184	26,352	27,184
Prepaid	9,985,471	11,510,208	15,544,923	14,817,929	13,093,445	14,689,127
Total Customers	10,000,713	11,526,949	15,565,768	14,839,113	13,119,797	14,716,311
Others						
Total Customers	26,836	24,752	22,643	18,987	12,305	12,305
WATANIYA GROUP						
Postpaid	1,611,818	1,631,012	1,649,230	1,679,671	1,705,640	1,853,715
Prepaid	23,784,643	23,073,897	22,553,089	22,798,075	22,146,039	21,531,046
Wireless Broadband	1,112,405	1,080,629	1,110,863	1,128,728	1,130,741	1,131,557
Fixed Line	306,419	308,921	294,911	300,669	291,898	276,904
Total Customers	26,815,285	26,094,459	25,608,093	25,907,143	25,274,318	24,793,222
KUWAIT						
Postpaid	477,400	483,349	483,983	506,187	462,381	450,795
Prepaid	1,395,296	1,368,376	1,222,941	1,135,948	1,221,762	1,319,449
Wireless Broadband	741,157	736,077	743,614	752,273	764,460	760,794
Total Customers	2,613,853	2,587,802	2,450,538	2,394,408	2,448,603	2,531,038
TUNISIA						
Postpaid	442,371	459,638	459,086	464,648	491,390	513,850
Prepaid	8,181,046	8,252,626	8,184,186	7,918,765	7,917,816	7,166,122
Wireless Broadband	170,245.00	165,721.00	179,971.00	179,644.00	166,506.00	153,652
Fixed Line	281,719	284,970	269,517	273,487	262,009	244,240
Total Customers	9,075,381	9,162,955	9,092,760	8,836,544	8,837,721	8,077,864
ALGERIA						
Postpaid	536,444	532,644	541,806	545,209	586,219	719,758
Prepaid	12,682,299	11,929,445	11,598,730	12,215,720	11,561,210	11,619,362
Wireless Broadband	173,503	153,245	157,886	166,503	167,972	183,863
Total Customers	13,392,246	12,615,334	12,298,422	12,927,432	12,315,401	12,522,983
MALDIVES						
Postpaid	60,500	54,219	56,055	57,055	59,729	62,526
Prepaid	338,900	301,737	280,756	257,898	232,376	220,991
Wireless Broadband	27,500	25,586	29,392	30,308	31,803	33,248
Fixed Line	24,700	23,951	25,394	27,182	29,889	32,664
Total Customers	451,600	405,493	391,597	372,443	353,797	349,429
PALESTINE						
Postpaid	95,103	101,162	108,300	106,572	105,921	106,786
Prepaid	1,187,102	1,221,713	1,266,476	1,269,744	1,212,875	1,205,122
Total Customers	1,282,205	1,322,875	1,374,776	1,376,316	1,318,796	1,311,908
Total Consolidated Customers	115,908,905	117,236,867	117,991,446	117,199,796	118,960,177	120,583,928

Consolidated Customer Status as at 31st December 2020



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	781,573	2,130,693	-	361,874	-	3,274,140	100%	3,274,140
Indonesia	1,616,672	58,656,967	-	-	-	60,273,639	65%	39,177,865
Iraq	-	14,718,887	-	-	-	14,718,887	64.1%	9,428,919
Oman	427,206	2,199,348	-	168,870	-	2,795,424	55%	1,537,483
Myanmar	27,184	14,689,127	-	-	-	14,716,311	100.0%	14,716,311
Kuwait	450,795	1,319,449	760,794	-	-	2,531,038	92.1%	2,331,086
Tunisia	513,850	7,166,122	153,652	244,240	-	8,077,864	84.1%	6,793,484
Algeria	719,758	11,619,362	183,863	-	-	12,522,983	74.4%	9,317,099
Maldives	62,526	220,991	33,248	32,664	-	349,429	83.3%	291,214
Palestine	106,786	1,205,122	-	-	-	1,311,908	45.4%	595,322
Others	-	-	-	-	12,305	12,305	49.0%	6,029
Total Active Customers	4,558,153	113,926,068	1,279,754	807,648	12,305	120,583,928		87,468,953

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020
QATAR						
Postpaid	274.3	265.6	261.1	256.4	260.2	226.2
Prepaid	50.2	50.6	48.8	45.0	43.7	41.4
BLENDDED ARPU	108.4	107.4	105.2	101.9	100.7	90.2
Fixed Line	55.5	54.7	54.4	48.9	54.2	54.1
INDONESIA						
Postpaid	24.7	25.7	22.1	20.6	20.1	20.4
Prepaid	6.6	6.8	7.2	7.7	7.7	7.9
BLENDDED ARPU	7.1	7.3	7.6	8.1	8.0	8.3
IRAQ						
Prepaid	27.1	29.2	23.2	19.0	23.7	22.3
OMAN						
Postpaid	155.6	149.7	133.3	132.9	132.0	122.4
Prepaid	44.4	44.2	40.4	39.1	42.5	37.8
BLENDDED ARPU	54.4	54.7	50.5	50.8	54.5	50.4
Fixed Line	304.4	304.4	296.7	296.5	299.2	303.9
KUWAIT						
Postpaid	178.6	163.7	166.2	146.9	160.0	162.5
Prepaid	26.9	27.0	26.0	28.3	31.3	29.8
Wireless Broadband	50.7	49.7	49.3	49.4	48.5	45.9
BLENDDED ARPU	61.7	58.5	59.3	59.6	62.3	59.3
TUNISIA						
Postpaid	27.5	28.2	29.2	28.4	18.6	14.7
Prepaid	11.4	10.0	10.1	9.5	11.3	11.9
Wireless Broadband	23.3	24.1	28.0	23.9	27.8	31.0
BLENDDED ARPU	12.5	11.2	11.4	10.8	12.0	12.5
ALGERIA						
Postpaid	43.7	45.9	42.5	38.1	39.3	38.3
Prepaid	14.0	14.2	15.0	12.5	13.8	13.9
Wireless Broadband	15.0	14.0	17.6	15.6	15.4	14.7
BLENDDED ARPU	15.2	15.5	16.2	13.7	15.0	15.2
MALDIVES						
Postpaid	124.4	135.1	144.4	141.1	135.6	130.0
Prepaid	40.4	42.2	43.3	43.8	43.7	45.3
Wireless Broadband	51.3	52.1	56.0	51.2	37.4	35.1
Fixed Line	118.8	126.3	135.4	149.5	146.9	130.2
BLENDDED ARPU	52.8	56.2	59.0	59.9	59.1	60.5
PALESTINE						
Postpaid	95.1	99.7	90.2	91.3	92.7	96.5
Prepaid	17.1	16.8	15.0	13.2	15.6	16.4
BLENDDED ARPU	22.8	23.0	20.9	19.3	21.6	22.9
MYANMAR						
Postpaid	14.2	15.6	15.8	15.1	15.4	15.1
Prepaid	8.2	7.9	6.4	5.9	6.8	6.8
BLENDDED ARPU	8.2	7.9	6.4	5.9	6.8	6.8