

Operating Results by Operations in QR Millions



	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	3M 2021	3M 2020
<b>OOREDOO GROUP</b>								
Revenue	7,950.4	7,295.3	6,822.8	7,295.9	7,452.6	7,197.4	7,197.4	7,295.3
EBITDA	3,182.9	3,022.7	2,973.4	3,252.7	2,880.9	3,212.8	3,212.8	3,022.7
% EBITDA	40%	41%	44%	45%	39%	45%	45%	41%
NET PROFIT	710.2	425.8	515.1	752.8	(271.7)	287.7	287.7	425.8
Net Profit to Ooredoo shareholders	459.6	386.8	431.7	649.8	(341.7)	193.2	193.2	386.8
Capex	2,425.6	811.2	1,295.9	1,308.5	2,374.9	849.7	849.7	811.2
Capex/ Revenue (%)	31%	11%	19%	18%	32%	12%	12%	11%
<b>Qatar operation</b>								
Revenue	1,880.3	1,767.1	1,746.0	1,767.0	1,792.3	1,778.4	1,778.4	1,767.1
EBITDA	915.6	966.1	946.2	982.1	801.2	962.1	962.1	966.1
% EBITDA	49%	55%	54%	56%	45%	54%	54%	55%
Capex	715.0	147.7	151.9	215.8	401.3	77.8	77.8	147.7
Capex/ Revenue (%)	38%	8%	9%	12%	22%	4%	4%	8%
<b>Indonesia</b>								
Revenue	1,881.9	1,668.6	1,687.6	1,768.0	1,859.0	1,886.9	1,886.9	1,668.6
EBITDA	772.2	700.4	825.4	841.1	838.6	955.6	955.6	700.4
% EBITDA	41%	42%	49%	48%	45%	51%	51%	42%
Capex	979.2	142.2	724.9	590.6	811.6	360.3	360.3	142.2
Capex/ Revenue (%)	52%	9%	43%	33%	44%	19%	19%	9%
<b>Iraq</b>								
Revenue	1,263.6	1,084.7	846.8	1,051.1	1,037.2	851.8	851.8	1,084.7
EBITDA	542.2	473.0	355.4	499.7	436.8	379.6	379.6	473.0
% EBITDA	43%	44%	42%	48%	42%	45%	45%	44%
Capex	113.6	141.4	79.1	79.9	281.7	44.6	44.6	141.4
Capex/ Revenue (%)	9%	13%	9%	8%	27%	5%	5%	13%
<b>Oman</b>								
Revenue	704.3	638.2	623.9	627.4	619.3	609.8	609.8	638.2
EBITDA	369.0	355.8	328.7	339.1	317.9	313.9	313.9	355.8
% EBITDA	52%	56%	53%	54%	51%	51%	51%	56%
Capex	134.3	97.9	114.4	146.6	215.6	144.8	144.8	97.9
Capex/ Revenue (%)	19%	15%	18%	23%	35%	24%	24%	15%
<b>Myanmar</b>								
Revenue	254.5	283.7	296.0	291.9	299.9	252.2	252.2	283.7
EBITDA	53.8	49.6	74.7	73.3	116.6	55.6	55.6	49.6
% EBITDA	21%	17%	25%	25%	39%	22%	22%	17%
Capex	92.3	56.8	18.2	32.0	81.3	19.1	19.1	56.8
Capex/ Revenue (%)	36%	20%	6%	11%	27%	8%	8%	20%
<b>WATANIYA GROUP</b>								
Revenue	1,960.1	1,855.2	1,628.0	1,754.7	1,802.0	1,756.8	1,756.8	1,855.2
EBITDA	698.2	629.5	543.5	624.9	539.7	610.9	610.9	629.5
% EBITDA	36%	34%	33%	36%	30%	35%	35%	34%
Capex	387.4	223.4	204.3	239.3	581.1	202.1	202.1	223.4
Capex/ Revenue (%)	20%	12%	13%	14%	32%	12%	12%	12%
<b>Kuwait</b>								
Revenue	738.8	656.3	577.6	609.4	648.2	607.0	607.0	656.3
EBITDA	230.8	165.5	151.0	165.3	135.1	169.4	169.4	165.5
% EBITDA	31%	25%	26%	27%	21%	28%	28%	25%
Capex	141.1	71.8	49.6	55.7	149.3	93.6	93.6	71.8
Capex/ Revenue (%)	19%	11%	9%	9%	23%	15%	15%	11%
<b>Tunisia</b>								
Revenue	379.0	382.5	348.7	392.3	392.3	393.9	393.9	382.5
EBITDA	158.5	167.6	146.9	179.3	156.4	162.3	162.3	167.6
% EBITDA	42%	44%	42%	46%	40%	41%	41%	44%
Capex	63.6	32.7	50.2	71.1	101.0	51.0	51.0	32.7
Capex/ Revenue (%)	17%	9%	14%	18%	26%	13%	13%	9%
<b>Algeria</b>								
Revenue	615.6	594.4	520.0	571.0	570.2	550.9	550.9	594.4
EBITDA	204.4	200.4	170.5	204.5	168.4	188.1	188.1	200.4
% EBITDA	33%	34%	33%	36%	30%	34%	34%	34%
Capex	149.4	93.1	90.4	78.1	276.5	40.0	40.0	93.1
Capex/ Revenue (%)	24%	16%	17%	14%	48%	7%	7%	16%
<b>Maldives</b>								
Revenue	130.0	128.2	96.7	86.9	95.1	105.6	105.6	128.2
EBITDA	73.0	68.4	46.1	40.9	46.6	57.0	57.0	68.4
% EBITDA	56%	53%	48%	47%	49%	54%	54%	53%
Capex	12.8	8.7	8.1	33.3	40.7	15.2	15.2	8.7
Capex/ Revenue (%)	10%	7%	8%	38%	43%	14%	14%	7%
<b>Palestine</b>								
Revenue	96.6	93.7	85.0	95.2	96.1	99.4	99.4	93.7
EBITDA	31.5	27.6	29.0	35.0	33.2	34.2	34.2	27.6
% EBITDA	33%	29%	34%	37%	35%	34%	34%	29%
Capex	20.6	17.0	6.1	1.1	13.5	2.2	2.2	17.0
Capex/ Revenue (%)	21%	18%	7%	1%	14%	2%	2%	18%

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

## Total Customers by Operation (number)



	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>QATAR</b>						
Postpaid	769,150	785,379	788,388	774,226	781,573	785,008
Prepaid	2,099,064	2,064,155	2,083,888	2,013,497	1,904,058	1,897,392
Fixed Line	374,639	373,546	374,921	367,753	361,874	345,230
<b>Total Customers</b>	<b>3,242,853</b>	<b>3,223,080</b>	<b>3,247,197</b>	<b>3,155,476</b>	<b>3,047,505</b>	<b>3,027,630</b>
<b>INDONESIA</b>						
Postpaid	1,510,774	1,533,414	1,495,441	1,558,008	1,616,672	1,728,173
Prepaid	57,783,578	54,636,747	55,712,200	58,829,702	58,656,967	58,280,912
Fixed Line	-	-	-	-	-	-
<b>Total Customers</b>	<b>59,294,352</b>	<b>56,170,161</b>	<b>57,207,641</b>	<b>60,387,710</b>	<b>60,273,639</b>	<b>60,009,085</b>
<b>IRAQ</b>						
Prepaid	14,162,069	14,487,343	13,257,935	14,200,914	14,718,887	14,618,667
<b>OMAN</b>						
Postpaid	279,467	308,961	315,040	343,212	427,206	469,059
Prepaid	2,415,417	2,363,829	2,128,438	2,120,970	2,199,348	2,254,856
Fixed Line	168,669	171,017	172,296	167,773	168,870	171,985
<b>Total Customers</b>	<b>2,863,553</b>	<b>2,843,807</b>	<b>2,615,774</b>	<b>2,631,955</b>	<b>2,795,424</b>	<b>2,895,900</b>
<b>MYANMAR</b>						
Postpaid	16,741	20,845	21,184	26,352	27,184	24,554
Prepaid	11,510,208	15,544,923	14,817,929	13,093,445	14,689,127	13,355,572
<b>Total Customers</b>	<b>11,526,949</b>	<b>15,565,768</b>	<b>14,839,113</b>	<b>13,119,797</b>	<b>14,716,311</b>	<b>13,380,126</b>
<b>Others</b>						
Total Customers	24,752	22,643	18,987	12,305	12,305	12,305
<b>WATANIYA GROUP</b>						
Postpaid	1,631,012	1,649,230	1,679,671	1,705,640	1,853,715	2,036,142
Prepaid	23,073,897	22,553,089	22,798,075	22,146,039	21,531,046	20,176,656
Wireless Broadband	1,080,629	1,110,863	1,128,728	1,130,741	1,131,557	1,122,014
Fixed Line	308,921	294,911	300,669	291,898	276,904	288,004
<b>Total Customers</b>	<b>26,094,459</b>	<b>25,608,093</b>	<b>25,907,143</b>	<b>25,274,318</b>	<b>24,793,222</b>	<b>23,622,816</b>
<b>KUWAIT</b>						
Postpaid	483,349	483,983	506,187	462,381	450,795	445,974
Prepaid	1,368,376	1,222,941	1,135,948	1,221,762	1,319,449	1,221,397
Wireless Broadband	736,077	743,614	752,273	764,460	760,794	763,178
<b>Total Customers</b>	<b>2,587,802</b>	<b>2,450,538</b>	<b>2,394,408</b>	<b>2,448,603</b>	<b>2,531,038</b>	<b>2,430,549</b>
<b>TUNISIA</b>						
Postpaid	459,638	459,086	464,648	491,390	513,850	531,787
Prepaid	8,252,626	8,184,186	7,918,765	7,917,816	7,166,122	5,930,621
Wireless Broadband	165,721.00	179,971.00	179,644.00	166,506.00	153,652.00	136,229
Fixed Line	284,970	269,517	273,487	262,009	244,240	252,583
<b>Total Customers</b>	<b>9,162,955</b>	<b>9,092,760</b>	<b>8,836,544</b>	<b>8,837,721</b>	<b>8,077,864</b>	<b>6,851,220</b>
<b>ALGERIA</b>						
Postpaid	532,644	541,806	545,209	586,219	719,758	883,074
Prepaid	11,929,445	11,598,730	12,215,720	11,561,210	11,619,362	11,590,511
Wireless Broadband	153,245	157,886	166,503	167,972	183,863	189,110
<b>Total Customers</b>	<b>12,615,334</b>	<b>12,298,422</b>	<b>12,927,432</b>	<b>12,315,401</b>	<b>12,522,983</b>	<b>12,662,695</b>
<b>MALDIVES</b>						
Postpaid	54,219	56,055	57,055	59,729	62,526	65,096
Prepaid	301,737	280,756	257,898	232,376	220,991	225,872
Wireless Broadband	25,586	29,392	30,308	31,803	33,248	33,497
Fixed Line	23,951	25,394	27,182	29,889	32,664	35,421
<b>Total Customers</b>	<b>405,493</b>	<b>391,597</b>	<b>372,443</b>	<b>353,797</b>	<b>349,429</b>	<b>359,886</b>
<b>PALESTINE</b>						
Postpaid	101,162	108,300	106,572	105,921	106,786	110,211
Prepaid	1,221,713	1,266,476	1,269,744	1,212,875	1,205,122	1,208,255
<b>Total Customers</b>	<b>1,322,875</b>	<b>1,374,776</b>	<b>1,376,316</b>	<b>1,318,796</b>	<b>1,311,908</b>	<b>1,318,466</b>
<b>Total Consolidated Customers</b>	<b>117,208,987</b>	<b>117,920,895</b>	<b>117,093,790</b>	<b>118,782,475</b>	<b>120,357,293</b>	<b>117,566,529</b>

Consolidated Customer Status as at 31st March 2021



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	785,008	1,897,392	-	345,230	-	3,027,630	100%	3,027,630
Indonesia	1,728,173	58,280,912	-	-	-	60,009,085	65%	39,005,905
Iraq	-	14,618,667	-	-	-	14,618,667	64.1%	9,364,718
Oman	469,059	2,254,856	-	171,985	-	2,895,900	55%	1,592,745
Myanmar	24,554	13,355,572	-	-	-	13,380,126	100.0%	13,380,126
Kuwait	445,974	1,221,397	763,178	-	-	2,430,549	92.1%	2,238,536
Tunisia	531,787	5,930,621	136,229	252,583	-	6,851,220	84.1%	5,761,876
Algeria	883,074	11,590,511	189,110	-	-	12,662,695	74.4%	9,421,045
Maldives	65,096	225,872	33,497	35,421	-	359,886	83.3%	299,929
Palestine	110,211	1,208,255	-	-	-	1,318,466	45.4%	598,298
Others	-	-	-	-	12,305	12,305	49.0%	6,029
<b>Total Active Customers</b>	<b>5,042,936</b>	<b>110,584,055</b>	<b>1,122,014</b>	<b>805,219</b>	<b>12,305</b>	<b>117,566,529</b>		<b>84,696,837</b>

Quarterly ARPU by Operation in Qatari Riyal



	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021
<b>QATAR</b>						
Postpaid	265.6	261.1	256.4	261.4	226.2	272.1
Prepaid	50.6	50.0	46.9	46.6	45.6	46.6
BLENDDED ARPU	107.4	107.0	105.0	105.6	96.8	112.6
Fixed Line	54.7	54.4	48.9	54.2	54.1	57.0
<b>INDONESIA</b>						
Postpaid	25.7	22.1	20.6	20.1	20.4	21.3
Prepaid	6.8	7.2	7.7	7.7	7.9	8.0
BLENDDED ARPU	7.3	7.6	8.1	8.0	8.3	8.4
<b>IRAQ</b>						
Prepaid	29.2	23.2	19.0	23.7	22.3	17.8
<b>OMAN</b>						
Postpaid	149.7	133.3	132.9	132.0	122.4	118.1
Prepaid	44.2	40.4	39.1	42.5	37.8	30.4
BLENDDED ARPU	54.7	50.5	50.8	54.5	50.4	45.1
Fixed Line	304.4	296.7	296.5	299.2	303.9	302.9
<b>KUWAIT</b>						
Postpaid	163.7	166.2	146.9	160.0	162.5	160.0
Prepaid	27.0	26.0	28.3	31.3	29.8	30.7
Wireless Broadband	49.7	49.3	49.4	48.5	45.9	41.4
BLENDDED ARPU	58.5	59.3	59.6	62.3	59.3	56.8
<b>TUNISIA</b>						
Postpaid	28.2	29.2	28.4	18.6	14.7	19.5
Prepaid	10.0	10.1	9.5	11.3	11.9	15.0
Wireless Broadband	24.1	28.0	23.9	27.8	31.0	37.7
BLENDDED ARPU	11.2	11.4	10.8	12.0	12.5	15.8
<b>ALGERIA</b>						
Postpaid	45.9	42.5	38.1	39.3	38.3	35.3
Prepaid	14.2	15.0	12.5	13.8	13.9	13.1
Wireless Broadband	14.0	17.6	15.6	15.4	14.7	13.6
BLENDDED ARPU	15.5	16.2	13.7	15.0	15.2	14.5
<b>MALDIVES</b>						
Postpaid	135.1	144.4	141.1	135.6	130.0	126.6
Prepaid	42.2	43.3	43.8	43.7	45.3	49.2
Wireless Broadband	52.1	56.0	51.2	37.4	35.1	29.3
Fixed Line	126.3	135.4	149.5	146.9	130.2	134.1
BLENDDED ARPU	56.2	59.0	59.9	59.1	60.5	62.6
<b>PALESTINE</b>						
Postpaid	99.7	90.2	91.3	92.7	96.5	98.6
Prepaid	16.8	15.0	13.2	15.6	16.4	16.5
BLENDDED ARPU	23.0	20.9	19.3	21.6	22.9	23.3
<b>MYANMAR</b>						
Postpaid	15.6	15.8	15.1	15.4	15.1	14.4
Prepaid	7.9	6.4	5.9	6.8	6.8	5.5
BLENDDED ARPU	7.9	6.4	5.9	6.8	6.8	5.5