

Operating Results by Operations in QR Millions



	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	9M 2021	9M 2020
OOREDOO GROUP								
Revenue	6,822.8	7,295.9	7,452.6	7,197.4	7,311.7	7,608.5	22,117.6	21,414.0
EBITDA	2,973.1	3,251.8	2,840.6	3,213.4	3,227.1	3,463.0	9,903.5	9,247.7
% EBITDA	44%	45%	38%	45%	44%	46%	45%	43%
NET PROFIT	515.1	752.8	(271.7)	287.7	(574.8)	332.5	45.3	1,693.6
Net Profit to Ooredoo shareholders	431.7	649.8	(341.7)	193.2	(1,149.4)	196.6	(759.6)	1,468.2
Capex	1,295.9	1,308.5	2,374.9	849.7	1,121.6	1,050.5	3,021.7	3,415.5
Capex/ Revenue (%)	19%	18%	32%	12%	15%	14%	14%	16%
Qatar operation								
Revenue	1,746.0	1,767.0	1,792.3	1,778.4	1,896.6	1,751.6	5,426.6	5,280.2
EBITDA	946.2	982.1	801.2	962.1	993.3	949.9	2,905.3	2,894.4
% EBITDA	54%	56%	45%	54%	52%	54%	54%	55%
Capex	151.9	215.8	401.3	77.8	211.0	193.3	482.0	515.4
Capex/ Revenue (%)	9%	12%	22%	4%	11%	11%	9%	10%
Indonesia								
Revenue	1,687.6	1,768.0	1,859.0	1,886.9	1,932.8	2,045.4	5,865.1	5,124.3
EBITDA	825.4	841.1	838.6	955.6	936.8	1,013.2	2,905.5	2,366.9
% EBITDA	49%	48%	45%	51%	48%	50%	50%	46%
Capex	724.9	590.6	811.6	360.3	392.1	454.6	1,207.0	1,457.7
Capex/ Revenue (%)	43%	33%	44%	19%	20%	22%	21%	28%
Iraq								
Revenue	846.8	1,051.1	1,037.2	851.8	849.3	1,054.1	2,755.2	2,982.6
EBITDA	355.4	499.7	395.7	379.6	395.2	504.1	1,278.8	1,328.1
% EBITDA	42%	48%	38%	45%	47%	48%	46%	45%
Capex	79.1	79.9	281.7	44.6	182.0	147.0	373.6	300.4
Capex/ Revenue (%)	9%	8%	27%	5%	21%	14%	14%	10%
Oman								
Revenue	623.9	627.4	619.3	609.8	587.8	537.2	1,734.7	1,889.5
EBITDA	328.6	338.9	317.8	313.8	304.3	284.7	902.8	1,023.2
% EBITDA	53%	54%	51%	51%	52%	53%	52%	54%
Capex	114.4	146.6	215.6	144.8	128.5	60.1	333.4	358.9
Capex/ Revenue (%)	18%	23%	35%	24%	22%	11%	19%	19%
Myanmar								
Revenue	296.0	291.9	299.9	252.2	232.3	314.8	799.3	871.6
EBITDA	74.7	73.3	116.6	55.6	57.6	131.1	244.3	197.6
% EBITDA	25%	25%	39%	22%	25%	42%	31%	23%
Capex	18.2	32.0	81.3	19.1	24.2	36.3	79.6	107.0
Capex/ Revenue (%)	6%	11%	27%	8%	10%	12%	10%	12%
WATANIYA GROUP								
Revenue	1,628.0	1,754.7	1,802.0	1,756.8	1,797.2	1,861.5	5,415.6	5,237.9
EBITDA	543.3	624.7	539.7	611.2	653.8	682.6	1,947.5	1,797.5
% EBITDA	33%	36%	30%	35%	36%	37%	36%	34%
Capex	204.3	239.3	581.1	202.1	181.7	157.8	541.6	667.0
Capex/ Revenue (%)	13%	14%	32%	12%	10%	8%	10%	13%
Kuwait								
Revenue	577.6	609.4	648.2	607.0	632.0	641.5	1,880.5	1,843.3
EBITDA	151.0	165.3	135.1	169.4	189.3	200.1	558.8	481.8
% EBITDA	26%	27%	21%	28%	30%	31%	30%	26%
Capex	49.6	55.7	149.3	93.6	47.4	64.5	205.6	177.1
Capex/ Revenue (%)	9%	9%	23%	15%	8%	10%	11%	10%
Tunisia								
Revenue	348.7	392.3	392.3	393.9	398.8	421.9	1,214.7	1,123.5
EBITDA	146.9	179.3	156.4	162.3	166.6	182.0	510.9	493.7
% EBITDA	42%	46%	40%	41%	42%	43%	42%	44%
Capex	50.2	71.1	101.0	51.0	58.6	38.7	148.4	154.1
Capex/ Revenue (%)	14%	18%	26%	13%	15%	9%	12%	14%
Algeria								
Revenue	520.0	571.0	570.2	550.9	566.0	584.8	1,701.7	1,685.4
EBITDA	170.5	204.5	168.4	188.1	211.7	207.8	607.6	575.5
% EBITDA	33%	36%	30%	34%	37%	36%	36%	34%
Capex	90.4	78.1	276.5	40.0	56.2	40.6	136.8	261.6
Capex/ Revenue (%)	17%	14%	48%	7%	10%	7%	8%	16%
Maldives								
Revenue	96.7	86.9	95.1	105.6	100.0	104.3	309.9	311.9
EBITDA	45.9	40.8	46.6	57.3	50.1	51.2	158.6	155.1
% EBITDA	47%	47%	49%	54%	50%	49%	51%	50%
Capex	8.1	33.3	40.7	15.2	16.6	12.2	44.0	50.0
Capex/ Revenue (%)	8%	38%	43%	14%	17%	12%	14%	16%
Palestine								
Revenue	85.0	95.2	96.1	99.4	100.5	109.0	308.8	273.9
EBITDA	29.0	35.0	33.2	34.2	36.1	41.6	111.9	91.6
% EBITDA	34%	37%	35%	34%	36%	38%	36%	33%
Capex	6.1	1.1	13.5	2.2	3.0	1.7	6.9	24.2
Capex/ Revenue (%)	7%	1%	14%	2%	3%	2%	2%	9%

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

Total Customers by Operation (number)



	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
QATAR						
Postpaid	788,388	774,226	781,573	785,008	769,635	773,334
Prepaid	2,083,888	2,013,497	1,904,058	1,897,392	1,907,927	2,003,993
Fixed Line	374,921	367,753	361,874	345,230	344,064	342,180
Total Customers	3,247,197	3,155,476	3,047,505	3,027,630	3,021,626	3,119,507
INDONESIA						
Postpaid	1,495,441	1,558,008	1,616,672	1,728,173	1,654,858	1,606,269
Prepaid	55,712,200	58,829,702	58,656,967	58,280,912	58,607,571	60,707,541
Fixed Line	-	-	-	-	-	-
Total Customers	57,207,641	60,387,710	60,273,639	60,009,085	60,262,429	62,313,810
IRAQ						
Prepaid	13,257,935	14,200,914	14,718,887	14,618,667	14,493,710	15,205,911
OMAN						
Postpaid	315,040	343,212	427,206	469,059	509,283	551,690
Prepaid	2,128,438	2,120,970	2,199,348	2,254,856	2,153,670	2,062,300
Fixed Line	172,296	167,773	168,870	171,985	171,368	170,740
Total Customers	2,615,774	2,631,955	2,795,424	2,895,900	2,834,321	2,784,730
MYANMAR						
Postpaid	21,184	26,352	27,184	24,554	25,885	25,740
Prepaid	14,817,929	13,093,445	14,689,127	13,355,572	13,767,260	13,305,403
Total Customers	14,839,113	13,119,797	14,716,311	13,380,126	13,793,145	13,331,143
Others						
Total Customers	18,987	12,305	12,305	12,305	12,305	12,305
WATANIYA GROUP						
Postpaid	1,679,671	1,705,640	1,853,715	2,036,142	2,133,257	2,230,212
Prepaid	22,798,075	22,146,039	21,531,046	20,176,656	20,318,693	20,276,207
Wireless Broadband	1,128,728	1,130,741	1,131,557	1,122,014	1,120,915	1,112,634
Fixed Line	300,669	291,898	276,904	288,004	278,534	279,441
Total Customers	25,907,143	25,274,318	24,793,222	23,622,816	23,851,399	23,898,494
KUWAIT						
Postpaid	506,187	462,381	450,795	445,974	443,816	446,657
Prepaid	1,135,948	1,221,762	1,319,449	1,221,397	1,110,270	1,070,692
Wireless Broadband	752,273	764,460	760,794	763,178	756,492	774,681
Total Customers	2,394,408	2,448,603	2,531,038	2,430,549	2,310,578	2,292,030
TUNISIA						
Postpaid	464,648	491,390	513,850	531,787	550,531	564,984
Prepaid	7,918,765	7,917,816	7,166,122	5,930,621	6,281,303	6,248,273
Wireless Broadband	179,644.00	166,506.00	153,652.00	136,229.00	137,120.00	141,538
Fixed Line	273,487	262,009	244,240	252,583	241,400	239,956
Total Customers	8,836,544	8,837,721	8,077,864	6,851,220	7,210,354	7,194,751
ALGERIA						
Postpaid	545,209	586,219	719,758	883,074	957,234	1,029,171
Prepaid	12,215,720	11,561,210	11,619,362	11,590,511	11,497,246	11,500,737
Wireless Broadband	166,503	167,972	183,863	189,110	193,573	162,540
Total Customers	12,927,432	12,315,401	12,522,983	12,662,695	12,648,053	12,692,448
MALDIVES						
Postpaid	57,055	59,729	62,526	65,096	67,778	71,731
Prepaid	257,898	232,376	220,991	225,872	223,744	217,900
Wireless Broadband	30,308	31,803	33,248	33,497	33,730	33,875
Fixed Line	27,182	29,889	32,664	35,421	37,134	39,485
Total Customers	372,443	353,797	349,429	359,886	362,386	362,991
PALESTINE						
Postpaid	106,572	105,921	106,786	110,211	113,898	117,669
Prepaid	1,269,744	1,212,875	1,205,122	1,208,255	1,206,130	1,238,605
Total Customers	1,376,316	1,318,796	1,311,908	1,318,466	1,320,028	1,356,274
Total Consolidated Customers	117,093,790	118,782,475	120,357,293	117,566,529	118,268,935	120,665,900

Consolidated Customer Status as at 30th September 2021



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	773,334	2,003,993	-	342,180	-	3,119,507	100%	3,119,507
Indonesia	1,606,269	60,707,541	-	-	-	62,313,810	65%	40,503,977
Iraq	-	15,205,911	-	-	-	15,205,911	64.1%	9,740,907
Oman	551,690	2,062,300	-	170,740	-	2,784,730	55%	1,531,602
Myanmar	25,740	13,305,403	-	-	-	13,331,143	100.0%	13,331,143
Kuwait	446,657	1,070,692	774,681	-	-	2,292,030	92.1%	2,110,960
Tunisia	564,984	6,248,273	141,538	239,956	-	7,194,751	84.1%	6,050,786
Algeria	1,029,171	11,500,737	162,540	-	-	12,692,448	74.4%	9,443,181
Maldives	71,731	217,900	33,875	39,485	-	362,991	83.3%	302,517
Palestine	117,669	1,238,605	-	-	-	1,356,274	45.4%	615,455
Others	-	-	-	-	12,305	12,305	49.0%	6,029
Total Active Customers	5,187,245	113,561,355	1,112,634	792,361	12,305	120,665,900		86,756,062

Quarterly ARPU by Operation in Qatari Riyal



	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
QATAR						
Postpaid	256.4	261.4	226.2	272.1	282.5	286.5
Prepaid	46.9	46.6	45.6	46.6	43.9	40.9
BLENDDED ARPU	105.0	105.6	96.8	112.6	113.1	110.3
Fixed Line	48.9	54.2	54.1	57.0	53.8	53.5
INDONESIA						
Postpaid	20.6	20.1	20.4	21.3	19.6	17.3
Prepaid	7.7	7.7	7.9	8.0	8.6	8.6
BLENDDED ARPU	8.1	8.0	8.3	8.4	8.9	8.8
IRAQ						
Prepaid	19.0	23.7	22.3	17.8	18.2	19.6
OMAN						
Postpaid	132.9	132.0	122.4	118.1	116.4	112.8
Prepaid	39.1	42.5	37.8	30.4	28.1	27.1
BLENDDED ARPU	50.8	54.5	50.4	45.1	44.2	44.3
Fixed Line	296.5	299.2	303.9	302.9	302.0	296.8
KUWAIT						
Postpaid	146.9	160.0	162.5	160.0	168.4	178.0
Prepaid	28.3	31.3	29.8	30.7	36.1	39.4
Wireless Broadband	49.4	48.5	45.9	41.4	42.0	41.2
BLENDDED ARPU	59.6	62.3	59.3	56.8	62.8	67.1
TUNISIA						
Postpaid	28.4	18.6	14.7	19.5	20.5	21.4
Prepaid	9.5	11.3	11.9	15.0	14.4	14.9
Wireless Broadband	23.9	27.8	31.0	37.7	37.6	41.7
BLENDDED ARPU	10.8	12.0	12.5	15.8	15.3	16.0
ALGERIA						
Postpaid	38.1	39.3	38.3	35.3	35.3	35.4
Prepaid	12.5	13.8	13.9	13.1	13.2	13.6
Wireless Broadband	15.6	15.4	14.7	13.6	12.5	13.4
BLENDDED ARPU	13.7	15.0	15.2	14.5	14.8	15.3
MALDIVES						
Postpaid	141.1	135.6	130.0	126.6	123.4	120.8
Prepaid	43.8	43.7	45.3	49.2	51.3	54.4
Wireless Broadband	51.2	37.4	35.1	29.3	19.9	13.2
Fixed Line	149.5	146.9	130.2	134.1	138.2	124.6
BLENDDED ARPU	59.9	59.1	60.5	62.6	62.6	63.8
PALESTINE						
Postpaid	91.3	92.7	96.5	98.6	98.1	102.5
Prepaid	13.2	15.6	16.4	16.5	16.7	18.3
BLENDDED ARPU	19.3	21.6	22.9	23.3	23.7	25.5
MYANMAR						
Postpaid	15.1	15.4	15.1	14.4	12.1	10.8
Prepaid	5.9	6.8	6.8	5.5	5.7	7.2
BLENDDED ARPU	5.9	6.8	6.8	5.5	5.8	7.2