

Operating Results by Operations in QR Millions



	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	12M 2021	12M 2020
OOREDOO GROUP								
Revenue	7,295.9	7,452.6	7,197.4	7,311.7	7,608.5	7,782.1	29,899.7	28,866.6
EBITDA	3,251.8	2,840.6	3,213.4	3,227.1	3,463.0	3,146.9	13,050.4	12,088.3
% EBITDA	45%	38%	45%	44%	46%	40%	44%	42%
NET PROFIT	752.8	(271.7)	287.7	(574.8)	332.5	1,007.4	1,052.6	1,421.9
Net Profit to Ooredoo shareholders	649.8	(341.7)	193.2	(1,149.4)	196.6	806.5	46.9	1,126.5
Capex	1,308.5	2,374.9	849.7	1,121.6	1,050.5	1,823.4	4,845.1	5,790.4
Capex/ Revenue (%)	18%	32%	12%	15%	14%	23%	16%	20%
Qatar operation								
Revenue	1,767.0	1,792.3	1,778.4	1,896.6	1,751.6	2,037.7	7,464.3	7,072.5
EBITDA	982.1	801.2	962.1	993.3	949.9	943.2	3,848.5	3,695.6
% EBITDA	56%	45%	54%	52%	54%	46%	52%	52%
Capex	215.8	401.3	77.8	211.0	193.3	320.8	802.9	916.7
Capex/ Revenue (%)	12%	22%	4%	11%	11%	16%	11%	13%
Indonesia								
Revenue	1,768.0	1,859.0	1,886.9	1,932.8	2,045.4	2,128.7	7,993.8	6,983.3
EBITDA	841.1	838.6	955.6	936.8	1,013.2	994.8	3,900.3	3,205.5
% EBITDA	48%	45%	51%	48%	50%	47%	49%	46%
Capex	590.6	811.6	360.3	392.1	454.6	553.8	1,760.8	2,269.3
Capex/ Revenue (%)	33%	44%	19%	20%	22%	26%	22%	32%
Iraq								
Revenue	1,051.1	1,037.2	851.8	849.3	1,054.1	901.6	3,656.8	4,019.8
EBITDA	499.7	395.7	379.6	395.2	504.1	393.5	1,672.4	1,723.7
% EBITDA	48%	38%	45%	47%	48%	44%	46%	43%
Capex	79.9	281.7	44.6	182.0	147.0	320.9	694.5	582.1
Capex/ Revenue (%)	8%	27%	5%	21%	14%	36%	19%	14%
Oman								
Revenue	627.4	619.3	609.8	587.8	537.2	590.0	2,324.7	2,508.8
EBITDA	338.9	317.8	313.8	304.3	284.7	309.5	1,212.2	1,341.1
% EBITDA	54%	51%	51%	52%	53%	52%	52%	53%
Capex	146.6	215.6	144.8	128.5	60.1	168.3	501.7	574.5
Capex/ Revenue (%)	23%	35%	24%	22%	11%	29%	22%	23%
Myanmar								
Revenue	291.9	299.9	252.2	232.3	314.8	268.7	1,068.0	1,171.5
EBITDA	73.3	116.6	55.6	57.6	131.1	131.9	376.2	314.2
% EBITDA	25%	39%	22%	25%	42%	49%	35%	27%
Capex	32.0	81.3	19.1	24.2	36.3	61.9	141.5	188.3
Capex/ Revenue (%)	11%	27%	8%	10%	12%	23%	13%	16%
WATANIYA GROUP								
Revenue	1,754.7	1,802.0	1,756.8	1,797.2	1,861.5	1,846.9	7,262.5	7,039.9
EBITDA	624.7	539.7	611.2	653.8	682.6	558.3	2,505.8	2,337.2
% EBITDA	36%	30%	35%	36%	37%	30%	35%	33%
Capex	239.3	581.1	202.1	181.7	157.8	397.2	938.8	1,248.1
Capex/ Revenue (%)	14%	32%	12%	10%	8%	22%	13%	18%
Kuwait								
Revenue	609.4	648.2	607.0	632.0	641.5	659.6	2,540.0	2,491.5
EBITDA	165.3	135.1	169.4	189.3	200.1	179.1	738.0	616.9
% EBITDA	27%	21%	28%	30%	31%	27%	29%	25%
Capex	55.7	149.3	93.6	47.4	64.5	126.3	331.9	326.4
Capex/ Revenue (%)	9%	23%	15%	8%	10%	19%	13%	13%
Tunisia								
Revenue	392.3	392.3	393.9	398.8	421.9	402.6	1,617.3	1,515.8
EBITDA	179.3	156.4	162.3	166.6	182.0	114.6	625.5	650.1
% EBITDA	46%	40%	41%	42%	43%	28%	39%	43%
Capex	71.1	101.0	51.0	58.6	38.7	80.7	229.0	255.1
Capex/ Revenue (%)	18%	26%	13%	15%	9%	20%	14%	17%
Algeria								
Revenue	571.0	570.2	550.9	566.0	584.8	573.0	2,274.7	2,255.6
EBITDA	204.5	168.4	188.1	211.7	207.8	178.4	786.0	743.8
% EBITDA	36%	30%	34%	37%	36%	31%	35%	33%
Capex	78.1	276.5	40.0	56.2	40.6	160.4	297.2	538.2
Capex/ Revenue (%)	14%	48%	7%	10%	7%	28%	13%	24%
Maldives								
Revenue	86.9	95.1	105.6	100.0	104.3	112.1	422.0	407.0
EBITDA	40.8	46.6	57.3	50.1	51.2	49.4	208.0	201.7
% EBITDA	47%	49%	54%	50%	49%	44%	49%	50%
Capex	33.3	40.7	15.2	16.6	12.2	9.5	53.5	90.7
Capex/ Revenue (%)	38%	43%	14%	17%	12%	8%	13%	22%
Palestine								
Revenue	95.2	96.1	99.4	100.5	109.0	99.7	408.5	370.0
EBITDA	35.0	33.2	34.2	36.1	41.6	36.7	148.6	124.9
% EBITDA	37%	35%	34%	36%	38%	37%	36%	34%
Capex	1.1	13.5	2.2	3.0	1.7	20.3	27.2	37.6
Capex/ Revenue (%)	1%	14%	2%	3%	2%	20%	7%	10%

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

Total Customers by Operation (number)



	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
QATAR						
Postpaid	774,226	781,573	785,008	769,635	773,334	785,997
Prepaid	2,013,497	1,904,058	1,897,392	1,907,927	2,003,993	2,072,157
Fixed Line	367,753	361,874	345,230	344,064	342,180	340,888
Total Customers	3,155,476	3,047,505	3,027,630	3,021,626	3,119,507	3,199,042
INDONESIA						
Postpaid	1,558,008	1,616,672	1,728,173	1,654,858	1,606,269	1,613,422
Prepaid	58,829,702	58,656,967	58,280,912	58,607,571	60,707,541	62,172,375
Fixed Line	-	-	-	-	-	-
Total Customers	60,387,710	60,273,639	60,009,085	60,262,429	62,313,810	63,785,797
IRAQ						
Prepaid	14,200,914	14,718,887	14,618,667	14,493,710	15,205,911	15,984,857
OMAN						
Postpaid	343,212	427,206	469,059	509,283	551,690	606,581
Prepaid	2,120,970	2,199,348	2,254,856	2,153,670	2,062,300	2,089,071
Fixed Line	167,773	168,870	171,985	171,368	170,740	167,553
Total Customers	2,631,955	2,795,424	2,895,900	2,834,321	2,784,730	2,863,205
MYANMAR						
Postpaid	26,352	27,184	24,554	25,885	25,740	23,240
Prepaid	13,093,445	14,689,127	13,355,572	13,767,260	13,305,403	11,467,517
Total Customers	13,119,797	14,716,311	13,380,126	13,793,145	13,331,143	11,490,757
Others						
Total Customers	12,305	12,305	12,305	12,305	12,305	12,305
WATANIYA GROUP						
Postpaid	1,705,640	1,853,715	2,036,142	2,133,257	2,230,212	2,348,848
Prepaid	22,146,039	21,531,046	20,176,656	20,318,693	20,276,207	20,239,513
Wireless Broadband	1,130,741	1,131,557	1,122,014	1,120,915	1,112,634	1,146,382
Fixed Line	291,898	276,904	288,004	278,534	279,441	281,489
Total Customers	25,274,318	24,793,222	23,622,816	23,851,399	23,898,494	24,016,232
KUWAIT						
Postpaid	462,381	450,795	445,974	443,816	446,657	480,455
Prepaid	1,221,762	1,319,449	1,221,397	1,110,270	1,070,692	1,240,665
Wireless Broadband	764,460	760,794	763,178	756,492	774,681	796,588
Total Customers	2,448,603	2,531,038	2,430,549	2,310,578	2,292,030	2,517,708
TUNISIA						
Postpaid	491,390	513,850	531,787	550,531	564,984	584,057
Prepaid	7,917,816	7,166,122	5,930,621	6,281,303	6,248,273	5,944,337
Wireless Broadband	166,506.00	153,652.00	136,229.00	137,120.00	141,538.00	145,714
Fixed Line	262,009	244,240	252,583	241,400	239,956	240,364
Total Customers	8,837,721	8,077,864	6,851,220	7,210,354	7,194,751	6,914,472
ALGERIA						
Postpaid	586,219	719,758	883,074	957,234	1,029,171	1,088,712
Prepaid	11,561,210	11,619,362	11,590,511	11,497,246	11,500,737	11,575,058
Wireless Broadband	167,972	183,863	189,110	193,573	162,540	170,011
Total Customers	12,315,401	12,522,983	12,662,695	12,648,053	12,692,448	12,833,781
MALDIVES						
Postpaid	59,729	62,526	65,096	67,778	71,731	74,757
Prepaid	232,376	220,991	225,872	223,744	217,900	218,542
Wireless Broadband	31,803	33,248	33,497	33,730	33,875	34,069
Fixed Line	29,889	32,664	35,421	37,134	39,485	41,125
Total Customers	353,797	349,429	359,886	362,386	362,991	368,493
PALESTINE						
Postpaid	105,921	106,786	110,211	113,898	117,669	120,867
Prepaid	1,212,875	1,205,122	1,208,255	1,206,130	1,238,605	1,260,911
Total Customers	1,318,796	1,311,908	1,318,466	1,320,028	1,356,274	1,381,778
Total Consolidated Customers	118,782,475	120,357,293	117,566,529	118,268,935	120,665,900	121,352,195

Consolidated Customer Status as at 31st December 2021



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	785,997	2,072,157	-	340,888	-	3,199,042	100%	3,199,042
Indonesia	1,613,422	62,172,375	-	-	-	63,785,797	65%	41,460,768
Iraq	-	15,984,857	-	-	-	15,984,857	64.1%	10,239,899
Oman	606,581	2,089,071	-	167,553	-	2,863,205	55%	1,574,763
Myanmar	23,240	11,467,517	-	-	-	11,490,757	100.0%	11,490,757
Kuwait	480,455	1,240,665	796,588	-	-	2,517,708	92.1%	2,318,809
Tunisia	584,057	5,944,337	145,714	240,364	-	6,914,472	84.1%	5,815,071
Algeria	1,088,712	11,575,058	170,011	-	-	12,833,781	74.4%	9,548,333
Maldives	74,757	218,542	34,069	41,125	-	368,493	83.3%	307,102
Palestine	120,867	1,260,911	-	-	-	1,381,778	45.4%	627,028
Others	-	-	-	-	12,305	12,305	49.0%	6,029
Total Active Customers	5,378,088	114,025,490	1,146,382	789,930	12,305	121,352,195		86,587,602

Quarterly ARPU by Operation in Qatari Riyal



	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
QATAR						
Postpaid	261.4	226.2	272.1	282.5	286.5	284.4
Prepaid	46.6	45.6	46.6	43.9	40.9	42.6
BLENDDED ARPU	105.6	96.8	112.6	113.1	110.3	109.5
Fixed Line	54.2	54.1	57.0	53.8	53.5	50.9
INDONESIA						
Postpaid	20.1	20.4	21.3	19.6	17.3	17.0
Prepaid	7.7	7.9	8.0	8.6	8.6	8.7
BLENDDED ARPU	8.0	8.3	8.4	8.9	8.8	8.9
IRAQ						
Prepaid	23.7	22.3	17.8	18.2	19.6	19.2
OMAN						
Postpaid	132.0	122.4	118.1	116.4	112.8	104.3
Prepaid	42.5	37.8	30.4	28.1	27.1	26.8
BLENDDED ARPU	54.5	50.4	45.1	44.2	44.3	43.9
Fixed Line	299.2	303.9	302.9	302.0	296.8	296.7
KUWAIT						
Postpaid	160.0	162.5	160.0	168.4	178.0	174.7
Prepaid	31.3	29.8	30.7	36.1	39.4	41.0
Wireless Broadband	48.5	45.9	41.4	42.0	41.2	38.7
BLENDDED ARPU	62.3	59.3	56.8	62.8	67.1	66.0
TUNISIA						
Postpaid	18.6	14.7	19.5	20.5	21.4	21.3
Prepaid	11.3	11.9	15.0	14.4	14.9	14.5
Wireless Broadband	27.8	31.0	37.7	37.6	41.7	39.9
BLENDDED ARPU	12.0	12.5	15.8	15.3	16.0	15.6
ALGERIA						
Postpaid	39.3	38.3	35.3	35.3	35.4	36.9
Prepaid	13.8	13.9	13.1	13.2	13.6	12.8
Wireless Broadband	15.4	14.7	13.6	12.5	13.4	14.5
BLENDDED ARPU	15.0	15.2	14.5	14.8	15.3	14.9
MALDIVES						
Postpaid	135.6	130.0	126.6	123.4	120.8	115.8
Prepaid	43.7	45.3	49.2	51.3	54.4	58.0
Wireless Broadband	37.4	35.1	29.3	19.9	13.2	12.7
Fixed Line	146.9	130.2	134.1	138.2	124.6	111.3
BLENDDED ARPU	59.1	60.5	62.6	62.6	63.8	66.3
PALESTINE						
Postpaid	92.7	96.5	98.6	98.1	102.5	91.2
Prepaid	15.6	16.4	16.5	16.7	18.3	14.9
BLENDDED ARPU	21.6	22.9	23.3	23.7	25.5	21.6
MYANMAR						
Postpaid	15.4	15.1	14.4	12.1	10.8	10.6
Prepaid	6.8	6.8	5.5	5.7	7.2	7.1
BLENDDED ARPU	6.8	6.8	5.5	5.8	7.2	7.1