

Operating Results by Operations in QR Millions



	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	9M 2018	9M 2017
OOREDOO GROUP								
Revenue	8,214.6	8,217.0	8,170.0	7,763.2	7,521.5	7,490.0	22,774.8	24,476.0
EBITDA	3,512.3	3,519.7	3,181.2	3,049.1	3,162.5	3,125.3	9,336.9	10,458.8
% EBITDA	43%	43%	39%	39%	42%	42%	41%	43%
NET PROFIT	639.7	582.8	398.9	552.1	323.2	432.4	1,307.7	1,889.8
Net Profit to Ooredoo shareholders	512.7	461.9	338.6	486.0	202.9	403.2	1,092.1	1,558.7
Capex	908.3	967.0	1,934.0	945.6	850.0	1,110.6	2,906.2	2,607.4
Capex/ Revenue (%)	11%	12%	24%	12%	11%	15%	13%	11%
Qatar operation								
Revenue	2,002.9	1,818.7	1,929.7	1,978.7	1,918.2	1,924.6	5,821.5	5,861.0
EBITDA	1,002.1	932.8	957.9	955.2	1,021.8	998.4	2,975.5	2,957.9
% EBITDA	50%	51%	50%	48%	53%	52%	51%	50%
Capex	217.1	168.9	267.3	123.8	137.4	192.9	454.0	546.8
Capex/ Revenue (%)	11%	9%	14%	6%	7%	10%	8%	9%
Indonesia								
Revenue	2,140.1	2,035.9	1,979.9	1,529.3	1,399.7	1,418.5	4,347.6	6,165.3
EBITDA	1,036.9	950.5	838.8	585.7	469.1	494.4	1,549.3	2,889.5
% EBITDA	48%	47%	42%	38%	34%	35%	36%	47%
Capex	294.2	207.9	1,000.8	349.2	332.5	489.2	1,170.9	672.1
Capex/ Revenue (%)	14%	10%	51%	23%	24%	34%	27%	11%
Iraq								
Revenue	1,114.4	1,171.9	1,142.9	1,119.8	1,128.7	1,206.2	3,454.6	3,347.1
EBITDA	493.4	521.7	487.5	538.1	528.6	553.9	1,620.6	1,494.1
% EBITDA	44%	45%	43%	48%	47%	46%	47%	45%
Capex	35.2	79.9	1.1	1.8	23.0	24.2	49.0	200.9
Capex/ Revenue (%)	3%	7%	0%	0%	2%	2%	1%	6%
Oman								
Revenue	656.0	676.9	675.5	661.3	689.9	707.4	2,058.7	1,994.7
EBITDA	343.3	372.8	363.2	351.3	359.8	377.0	1,088.1	1,066.0
% EBITDA	52%	55%	54%	53%	52%	53%	53%	53%
Capex	77.8	111.0	146.9	94.5	77.3	114.8	286.6	299.0
Capex/ Revenue (%)	12%	16%	22%	14%	11%	16%	14%	15%
Myanmar								
Revenue	300.7	337.0	362.8	373.9	368.2	310.7	1,052.7	960.7
EBITDA	24.1	48.4	59.5	65.4	64.1	43.6	173.1	92.5
% EBITDA	8%	14%	16%	17%	17%	14%	16%	10%
Capex	82.7	88.4	246.9	99.1	67.1	56.1	222.3	249.5
Capex/ Revenue (%)	27%	26%	68%	26%	18%	18%	21%	26%
WATANIYA GROUP								
Revenue	2,092.4	2,156.3	2,109.3	2,117.9	2,014.5	1,935.7	6,068.1	6,264.8
EBITDA	766.2	829.3	698.2	671.0	632.0	654.6	1,957.6	2,369.3
% EBITDA	37%	38%	33%	32%	31%	34%	32%	38%
Capex	199.5	309.6	267.9	274.3	210.7	231.9	716.9	634.9
Capex/ Revenue (%)	10%	14%	13%	13%	10%	12%	12%	10%
Kuwait								
Revenue	687.9	668.7	748.0	794.5	750.4	650.1	2,195.1	1,926.5
EBITDA	174.1	152.0	177.6	143.6	150.2	150.6	444.5	474.2
% EBITDA	25%	23%	24%	18%	20%	23%	20%	25%
Capex	30.8	95.5	41.5	69.8	46.4	43.9	160.1	168.1
Capex/ Revenue (%)	4%	14%	6%	9%	6%	7%	7%	9%
Tunisia								
Revenue	364.8	409.5	376.9	386.9	384.6	380.4	1,151.9	1,153.3
EBITDA	133.6	177.5	150.6	144.2	149.0	183.4	476.6	455.3
% EBITDA	37%	43%	40%	37%	39%	48%	41%	39%
Capex	36.1	39.0	92.7	55.6	35.6	36.4	127.7	116.6
Capex/ Revenue (%)	10%	10%	25%	14%	9%	10%	11%	10%
Algeria								
Revenue	858.1	892.0	791.8	733.2	667.8	695.5	2,096.5	2,630.2
EBITDA	379.7	419.4	308.6	306.3	250.3	244.9	801.4	1,197.2
% EBITDA	44%	47%	39%	42%	37%	35%	38%	46%
Capex	86.7	75.3	34.1	123.2	119.7	136.0	378.9	193.9
Capex/ Revenue (%)	10%	8%	4%	17%	18%	20%	18%	7%
Maldives								
Revenue	104.2	106.3	111.6	117.0	115.9	114.3	347.2	323.9
EBITDA	57.8	56.8	54.6	63.4	56.2	54.8	174.4	181.2
% EBITDA	55%	53%	49%	54%	48%	48%	50%	56%
Capex	31.3	7.3	7.8	7.5	6.2	6.5	20.2	48.4
Capex/ Revenue (%)	30%	7%	7%	6%	5%	6%	6%	15%
Palestine								
Revenue	77.4	79.9	81.0	86.3	95.9	95.3	277.5	230.8
EBITDA	22.5	21.3	7.5	13.7	26.7	29.6	70.0	61.2
% EBITDA	29%	27%	9%	16%	28%	31%	25%	27%
Capex	14.6	92.4	91.9	18.2	2.8	9.1	30.1	107.9
Capex/ Revenue (%)	19%	116%	113%	21%	3%	9%	11%	47%

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

Total Customers by Operation (number)



	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018
QATAR						
Postpaid	693,780	688,401	681,928	690,702	693,947	704,301
Prepaid	2,464,915	2,471,498	2,373,885	2,262,360	2,213,456	2,176,513
Fixed Line	384,503	382,186	379,860	379,644	385,089	383,032
Total Customers	3,543,198	3,542,085	3,435,673	3,332,706	3,292,492	3,263,846
INDONESIA						
Postpaid	1,056,571	1,159,673	1,242,742	1,363,188	1,429,872	1,492,286
Prepaid	95,301,855	95,840,127	108,957,140	94,797,626	73,847,748	62,644,166
Fixed Line	-	-	-	-	-	-
Total Customers	96,358,426	96,999,800	110,199,882	96,160,814	75,277,620	64,136,452
IRAQ						
Prepaid	12,214,871	12,467,362	12,924,839	12,934,058	13,092,053	13,251,522
OMAN						
Postpaid	225,114	223,607	222,062	224,427	226,834	232,809
Prepaid	2,781,547	2,701,267	2,732,069	2,708,010	2,591,661	2,546,166
Fixed Line	98,929	108,293	117,535	124,176	130,884	140,550
Total Customers	3,105,590	3,033,167	3,071,666	3,056,613	2,949,379	2,919,525
MYANMAR						
Postpaid	8,642	9,731	10,789	12,305	12,541	13,298
Prepaid	8,318,602	7,656,166	7,904,700	9,084,816	9,350,181	9,394,827
Total Customers	8,327,244	7,665,897	7,915,489	9,097,121	9,362,722	9,408,125
Others						
Total Customers	103,073	100,065	79,725	70,388	47,674	43,974
WATANIYA GROUP						
Postpaid	1,453,247	1,462,654	1,486,983	1,467,518	1,489,814	1,489,254
Prepaid	22,139,868	22,610,012	22,902,101	22,248,862	22,482,424	23,668,697
Wireless Broadband	1,853,889	1,849,147	1,781,051	1,957,602	1,953,487	1,187,363
Fixed Line	116,955	136,988	148,126	174,398	200,491	223,590
Total Customers	25,563,959	26,058,801	26,318,261	25,848,380	26,126,216	26,568,904
KUWAIT						
Postpaid	358,602	372,632	386,310	399,099	417,584	437,488
Prepaid	1,149,994	1,122,343	1,042,680	1,059,296	1,175,272	1,053,031
Wireless Broadband	783,756	781,775	786,998	744,012	804,176	829,210
Total Customers	2,292,352	2,276,750	2,215,988	2,202,407	2,397,032	2,319,729
TUNISIA						
Postpaid	381,143	396,010	411,242	387,022	402,211	402,943
Prepaid	7,539,722	7,812,823	7,799,739	7,750,471	7,625,122	7,995,988
Wireless Broadband	-	-	-	234,015.00	192,734.00	157,556
Fixed Line	111,575	130,970	141,438	166,307	191,004	213,144
Total Customers	8,032,440	8,339,803	8,352,419	8,537,815	8,411,071	8,769,631
ALGERIA						
Postpaid	610,836	586,659	568,936	548,016	526,246	499,813
Prepaid	12,392,156	12,574,741	12,756,987	11,959,905	12,185,287	13,110,541
Wireless Broadband	1,043,852	1,040,785	968,173	954,077	931,170	175,299
Total Customers	14,046,844	14,202,185	14,294,096	13,461,998	13,642,703	13,785,653
MALDIVES						
Postpaid	30,158	31,832	37,050	40,562	47,133	51,580
Prepaid	344,499	371,156	369,934	367,442	348,011	342,842
Wireless Broadband	26,281	26,587	25,880	25,498	25,407	25,298
Fixed Line	5,380	6,018	6,688	8,091	9,487	10,446
Total Customers	406,318	435,593	439,552	441,593	430,038	430,166
PALESTINE						
Postpaid	72,508	75,521	83,445	92,819	96,640	97,430
Prepaid	713,497	728,949	932,761	1,111,748	1,148,732	1,166,295
Total Customers	786,005	804,470	1,016,206	1,204,567	1,245,372	1,263,725
Total Consolidated Customers	149,216,361	149,867,177	163,945,535	150,500,080	130,148,156	119,592,348

Consolidated Customer Status as at 30th September 2018



	POSTPAID	PREPAID	WIRELESS BROADBAND	FIXED LINE	FIXED WIRELESS	Total Customers	Ownership	PROPORTIONAL CUSTOMERS
Qatar	482,455	2,176,513	221,846	383,032	-	3,263,846	100%	3,263,846
Indonesia	1,492,286	62,644,166	-	-	-	64,136,452	65%	41,688,694
Iraq	-	13,251,522	-	-	-	13,251,522	64.1%	8,488,925
Oman	232,809	2,546,166	-	140,550	-	2,919,525	55%	1,605,739
Myanmar	13,298	9,394,827	-	-	-	9,408,125	100.0%	9,408,125
Kuwait	437,488	1,053,031	829,210	-	-	2,319,729	92.1%	2,136,470
Tunisia	402,943	7,995,988	157,556	213,144	-	8,769,631	84.1%	7,375,260
Algeria	499,813	13,110,541	175,299	-	-	13,785,653	74.4%	10,256,526
Maldives	51,580	342,842	25,298	10,446	-	430,166	83.3%	358,500
Palestine	97,430	1,166,295	-	-	-	1,263,725	45.4%	573,457
Others	-	-	-	-	43,974	43,974	49.0%	21,547
Total Active Customers	3,710,102	113,681,891	1,409,209	747,172	43,974	119,592,348		85,177,089

Quarterly ARPU by Operation in Qatari Riyal



	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018
QATAR						
Postpaid	305.4	287.7	285.2	268.2	280.5	292.3
Prepaid	63.1	58.4	64.5	63.7	65.6	59.4
BLENDDED ARPU	115.7	108.1	112.8	110.5	116.9	115.6
Fixed Line	65.7	63.5	64.5	60.1	61.3	59.1
INDONESIA						
Postpaid	37.3	34.8	31.4	26.6	25.7	22.9
Prepaid	5.5	5.3	4.7	3.1	3.6	4.9
BLENDDED ARPU	5.9	5.6	5.0	3.3	4.0	5.3
Fixed Line	0.0	0.0	0.0	0.0	0.0	0.0
IRAQ						
Prepaid	30.4	31.2	29.9	28.4	28.4	30.2
OMAN						
Postpaid	189.3	185.9	185.4	176.3	185.7	178.5
Prepaid	49.5	53.3	52.5	49.1	49.7	52.8
BLENDDED ARPU	60.0	63.3	62.6	58.8	60.3	63.1
Fixed Line	295.4	277.1	280.8	296.3	285.8	300.9
KUWAIT						
Postpaid	222.9	211.3	211.4	200.1	171.2	186.9
Prepaid	36.5	38.1	45.1	40.9	37.5	29.7
Wireless Broadband	39.3	40.3	42.6	41.4	45.1	42.2
BLENDDED ARPU	65.3	66.7	72.7	69.5	64.0	61.7
TUNISIA						
Postpaid	32.5	35.1	32.4	30.7	29.1	28.0
Prepaid	11.5	12.7	10.8	11.5	11.6	11.5
Wireless Broadband	-	-	-	8.23	9.91	15.9
BLENDDED ARPU	12.5	13.8	11.9	12.3	12.4	12.4
ALGERIA						
Postpaid	57.0	57.8	58.0	55.5	54.8	45.9
Prepaid	19.8	20.5	17.6	17.2	15.8	15.8
Wireless Broadband	2.7	2.6	2.8	2.5	2.0	7.2
BLENDDED ARPU	20.2	20.8	18.2	17.7	16.4	16.5
MALDIVES						
Postpaid	152.6	153.8	147.5	137.7	131.2	131.1
Prepaid	51.0	49.3	46.8	46.0	46.1	46.1
Wireless Broadband	22.5	21.3	18.4	14.6	13.6	12.6
Fixed Line	168.0	163.5	151.9	124.8	123.7	126.9
BLENDDED ARPU	56.7	55.4	53.3	52.2	52.9	54.0
PALESTINE						
Postpaid	102.2	104.1	110.2	104.4	101.1	99.4
Prepaid	21.3	22.0	17.5	16.1	16.1	16.5
BLENDDED ARPU	28.8	29.7	25.1	23.1	22.7	22.8
MYANMAR						
Postpaid	13.4	24.3	21.8	18.6	17.7	17.1
Prepaid	11.1	14.2	15.0	14.2	12.8	10.7
BLENDDED ARPU	11.1	14.2	15.0	14.2	12.8	10.7