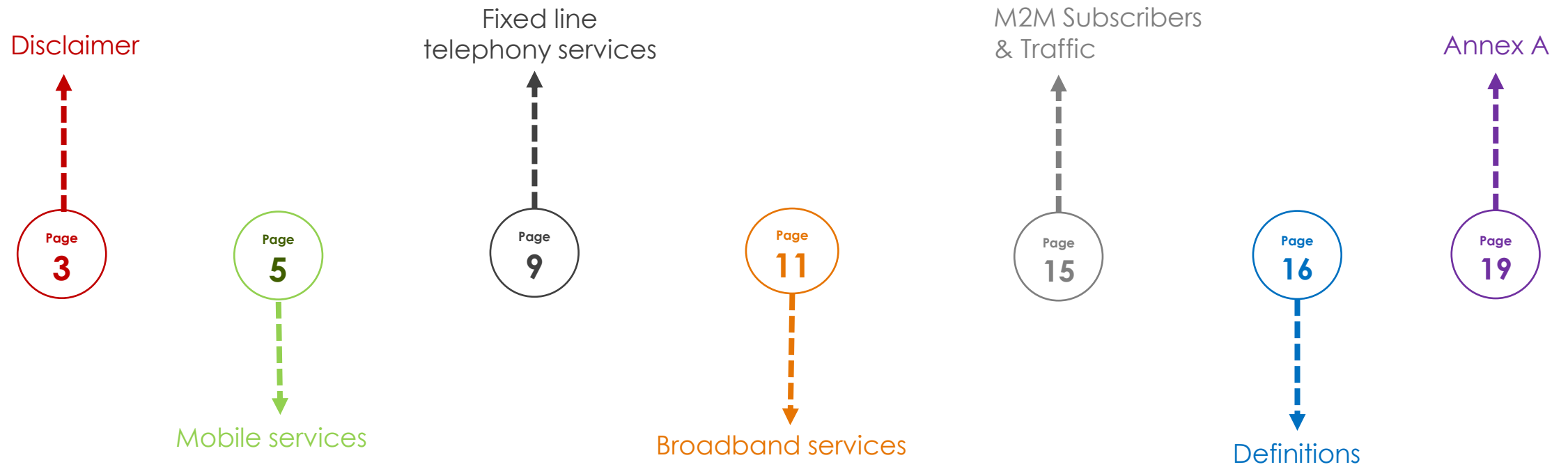


Quarterly Market Indicators

Q3 2021



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Main Market Indicators for Q3 2021



Mobile subscribers:
1,864,785

Penetration:
123%

Average Int. & Domestic minutes per **month** per mobile subscription:
213

Average data usage per mobile broadband subscription*:
12.5 GB



Mobile Prepaid subscriptions:
1,273,659

% of Prepaid of Mobile Market subscriptions:
68%



Mobile Postpaid subscriptions:
591,126

% of Postpaid of Mobile Market subscriptions:
32%



Fixed-telephony subscriptions:
226,110

Penetration:
15%

Domestic **monthly** average minutes per line:
74



Fixed Wired Telephony subscriptions:
89%

Fixed Wireless Telephony subscriptions:
11%



International Outgoing Minutes (Mobile):
252,846,441

International Outgoing Minutes (Fixed telephony):
2,197,489

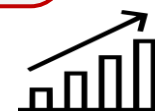


Mobile Broadband subscriptions:
1,959,447

Mobile Broadband penetration rate:
129%

Fixed Broadband subscriptions:
158,538

Fixed Broadband penetration rate:
10%



Total Data Usage:
339 Petabyte

Avg. Traffic per broadband subscription per month:
53 GB

Fixed Broadband Traffic:
192 Petabyte

Avg. Fixed Broadband Traffic per month:
403 GB

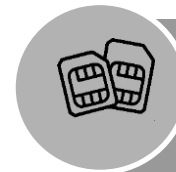
Mobile Broadband Traffic**:
147 Petabyte

Avg. Mobile Broadband Traffic per month**:
25 GB

*Average data usage per mobile broadband subscription excludes Standalone subscribers' traffic

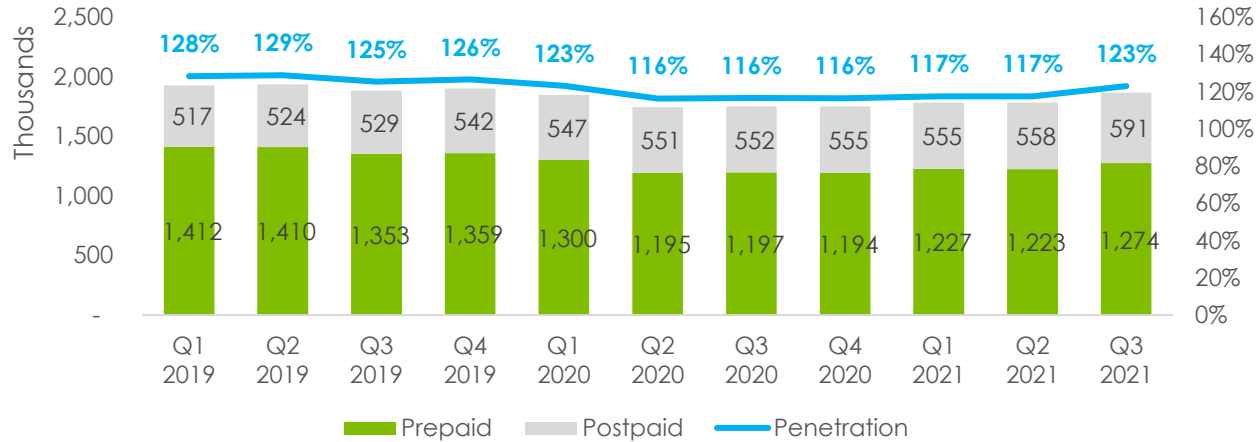
** Includes Broadband added to voice & Standalone mobile broadband

Mobile services: Subscriptions (1/2)

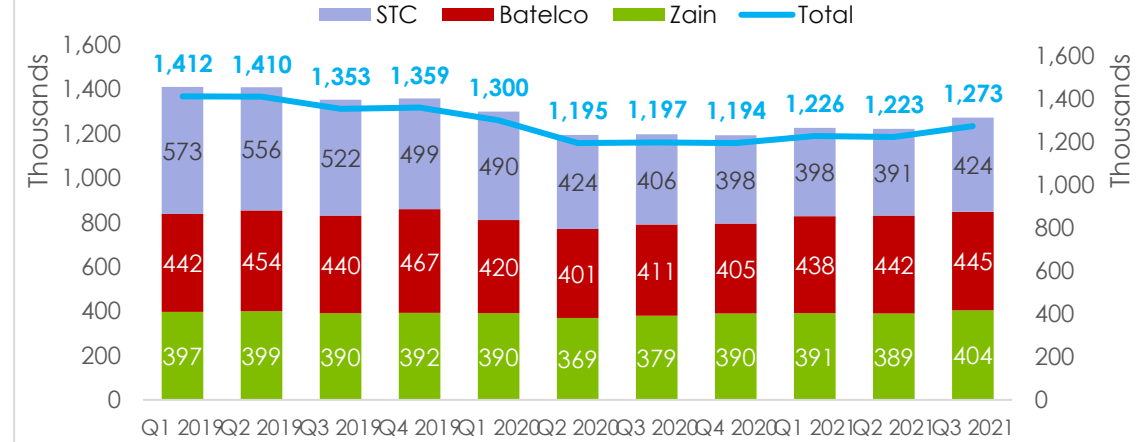


Number of Mobile subscriptions (End of Q3 2021)
1,864,785 Subscriptions
 123% Penetration rate

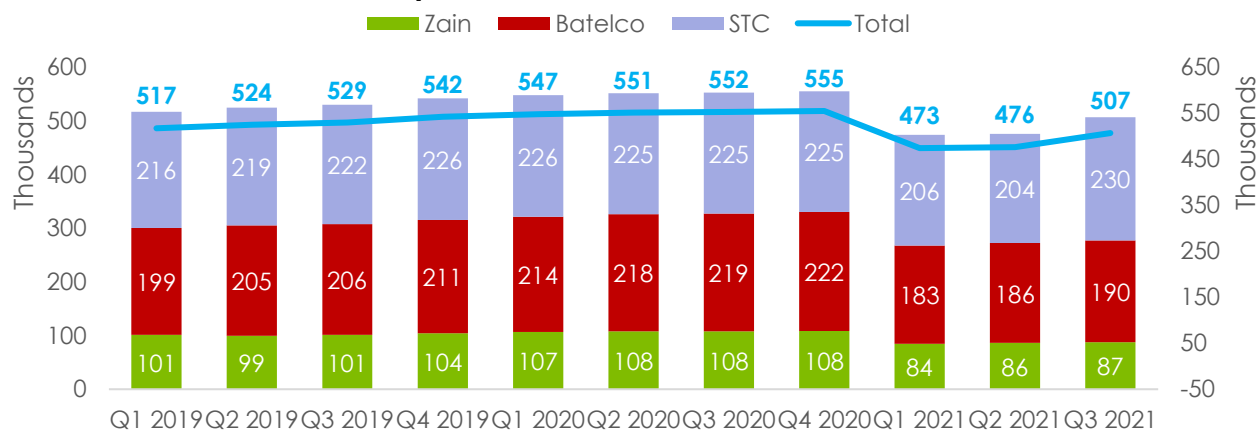
Number of Mobile Subscriptions & penetration



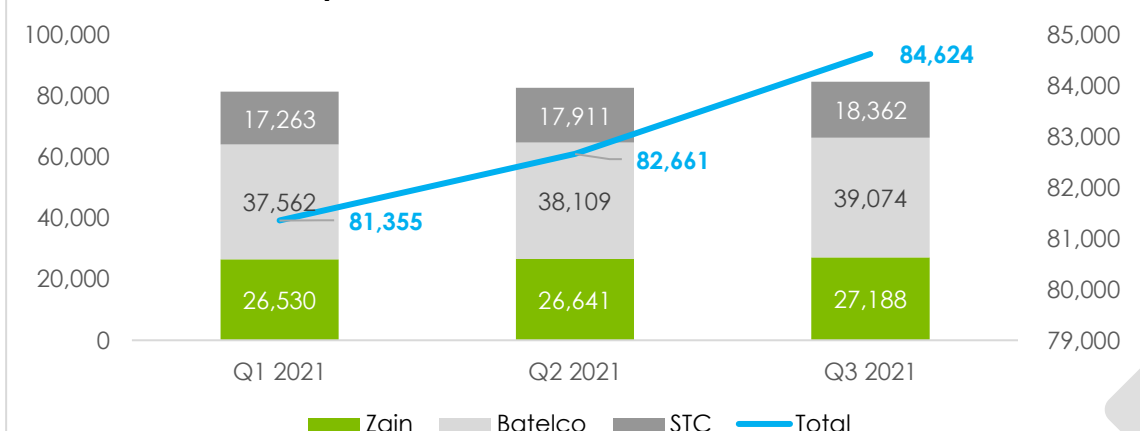
Prepaid subscribers – Residential**



Postpaid subscribers – Residential***



Postpaid subscribers - Non Residential***



Population	2017	2018	2019	2020	2021*
By IGA	1,501,116	1,503,091	1,484,756	1,501,091	1,518,000

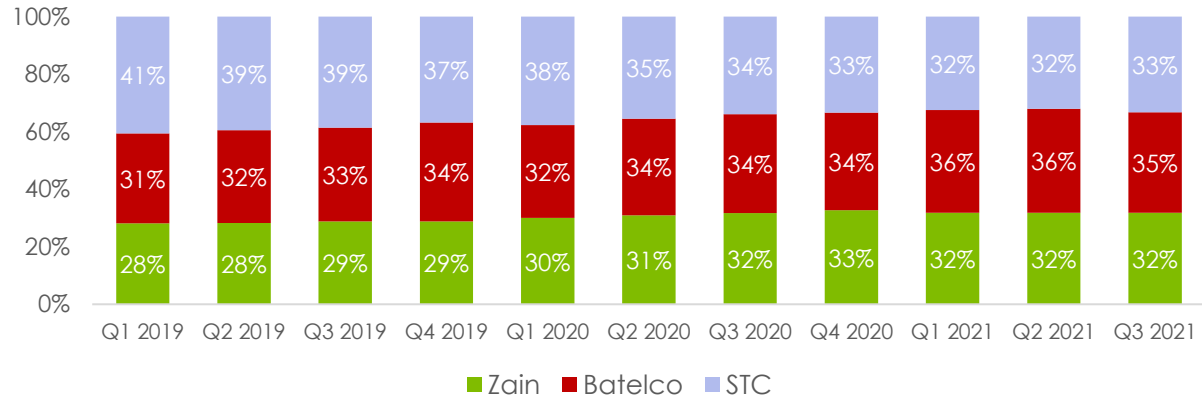
* Source of projected population for 2021: IGA.

** Data for Prepaid Non-residential subscribers not yet available.

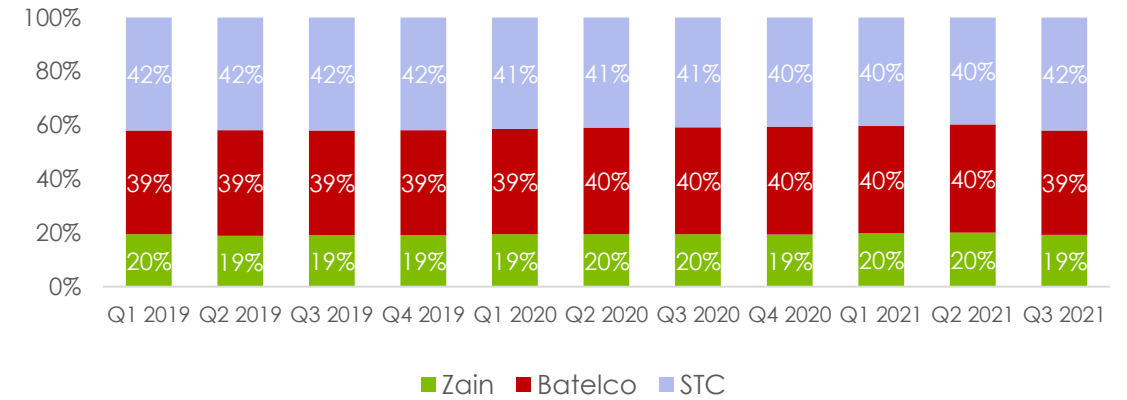
***Postpaid subscribers' data is not final and is currently under review.

Mobile services: Subscriptions (2/2)

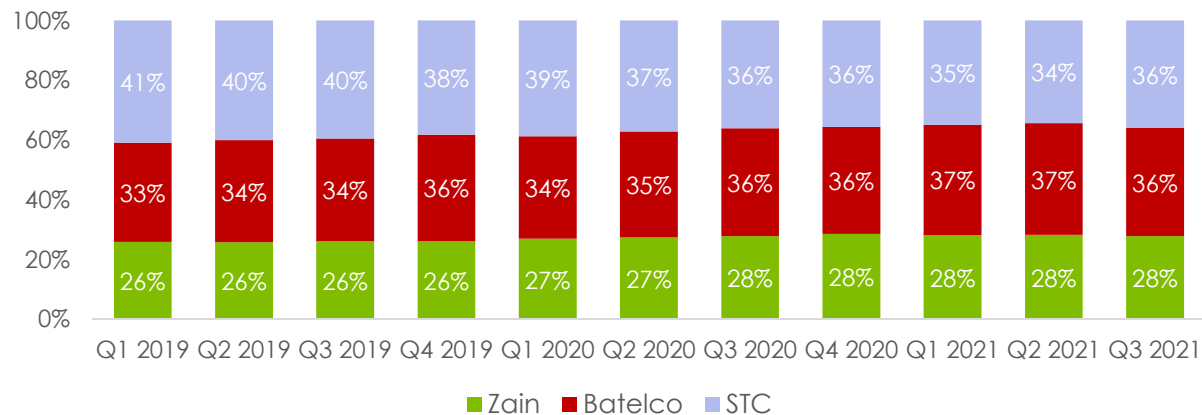
Prepaid Market Share %



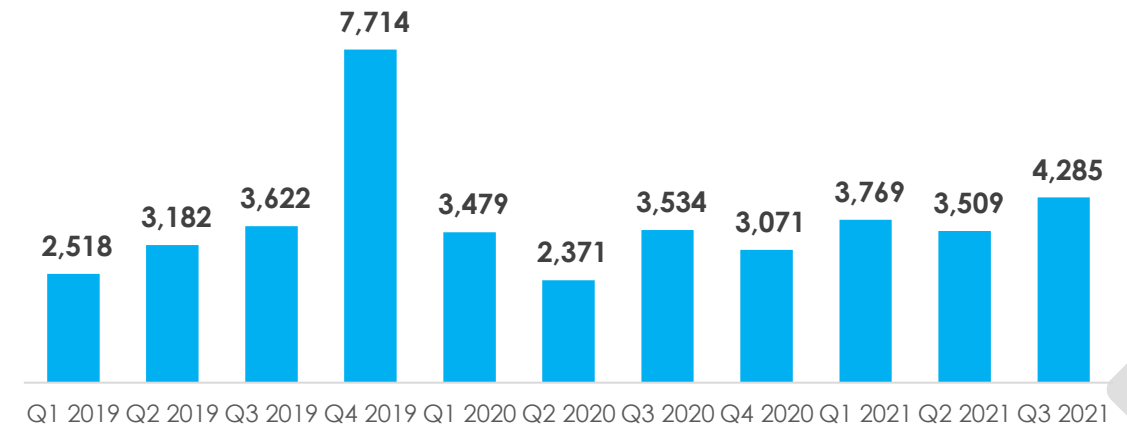
Postpaid Market Share %



Total Mobile Market share



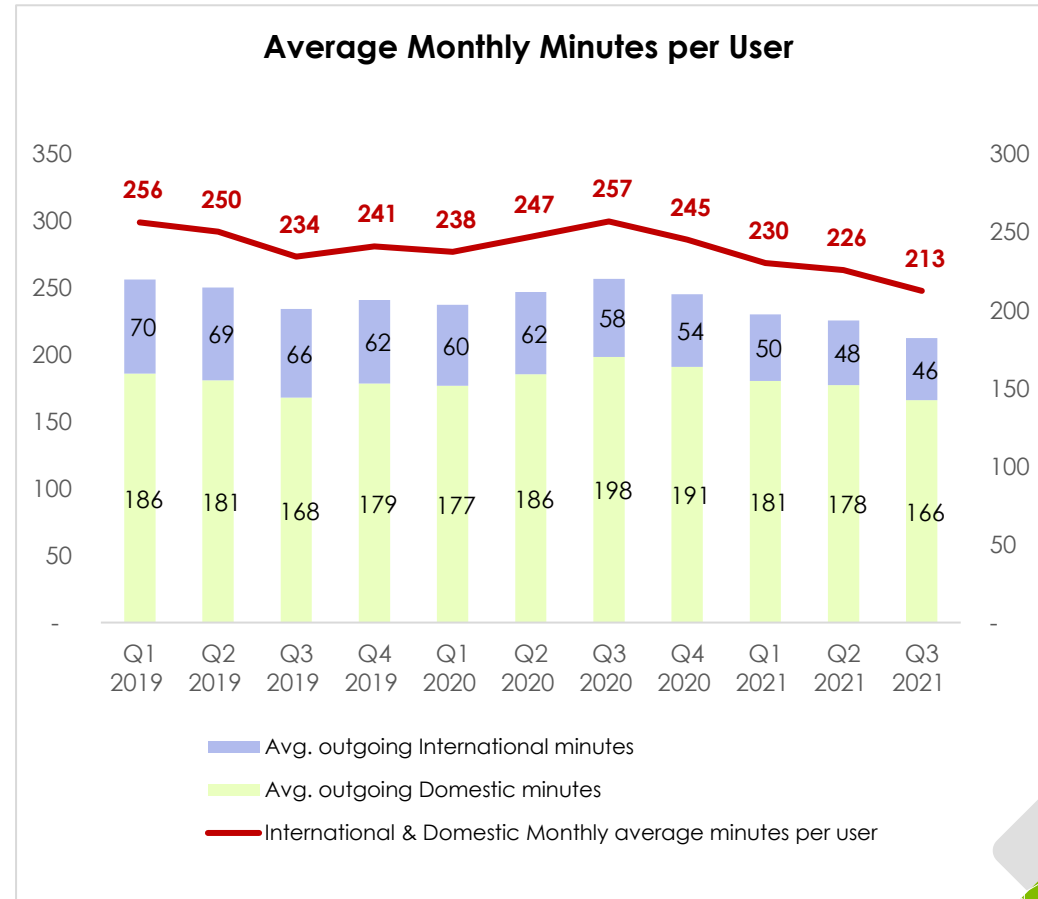
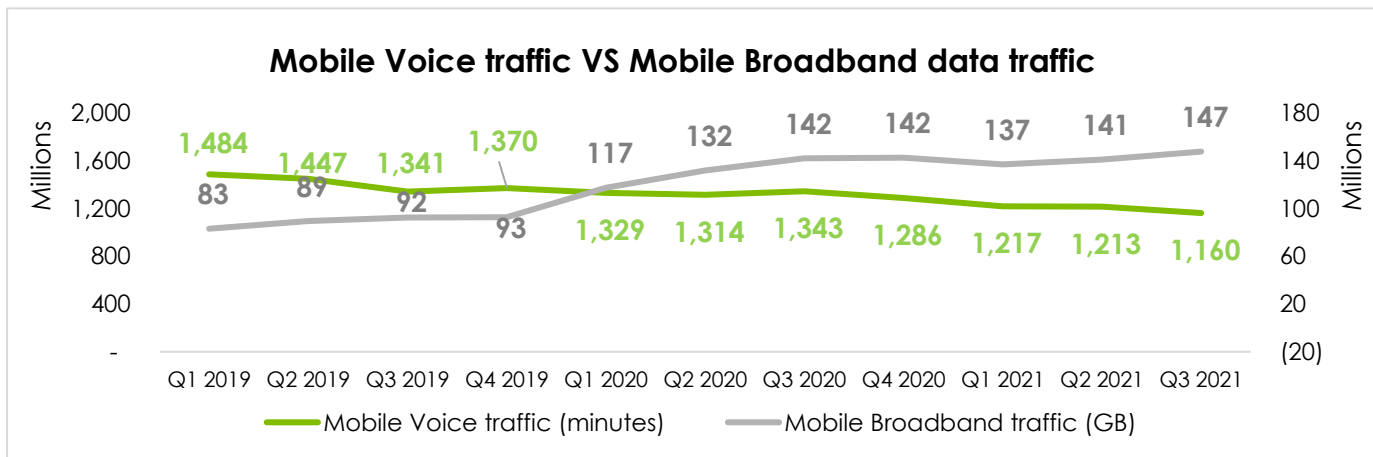
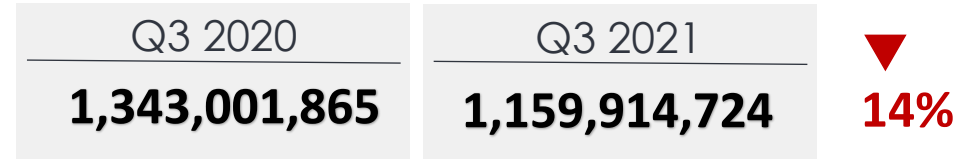
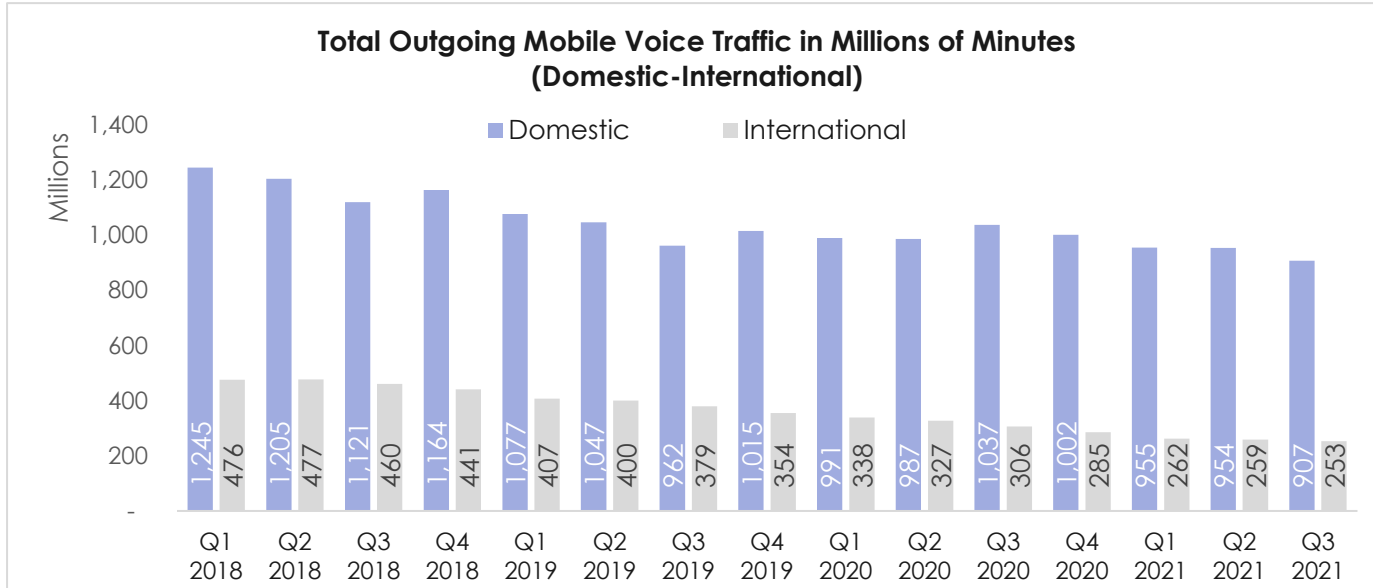
Number of Accepted Mobile Porting Requests



Mobile services: Traffic (Minutes) (1/2)

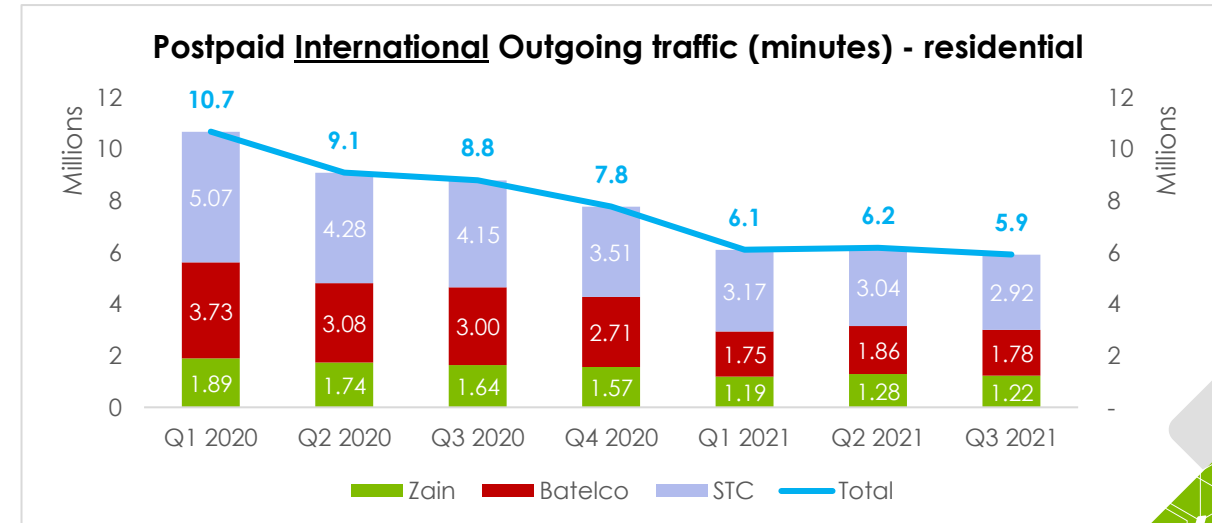
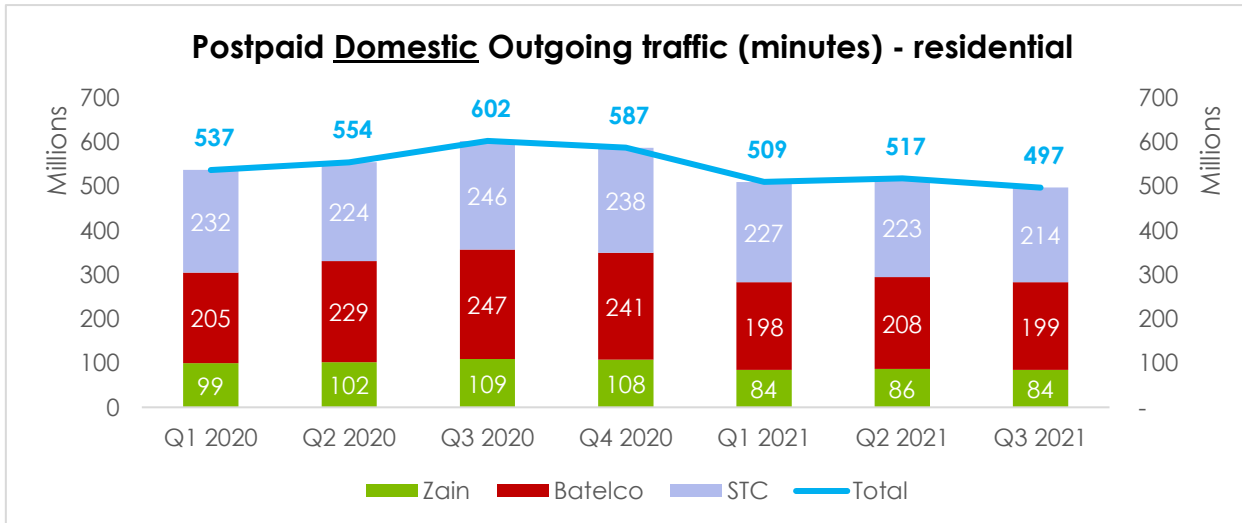
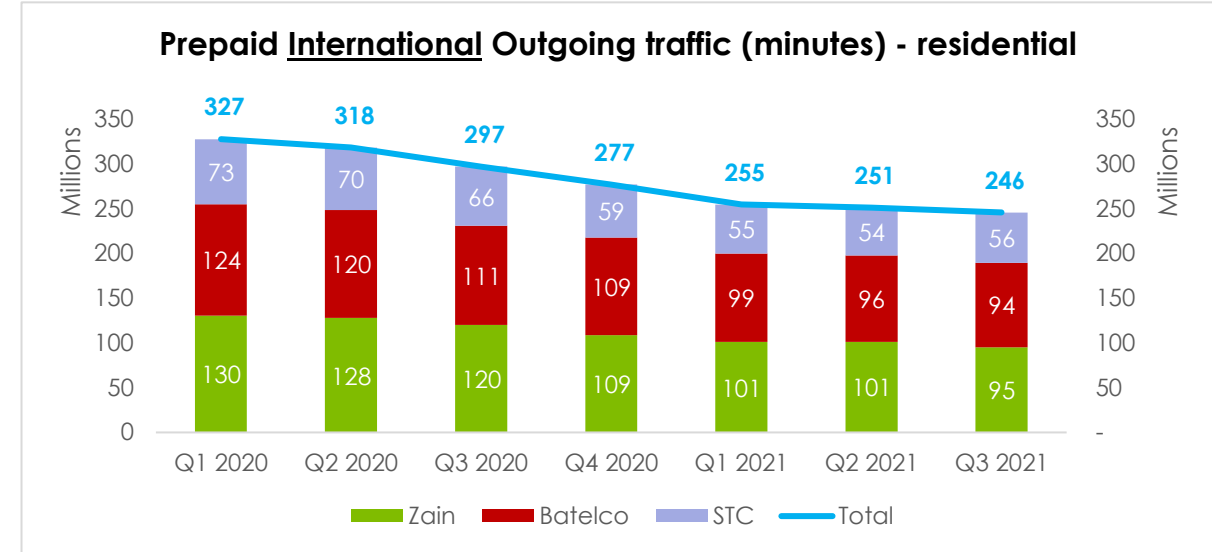
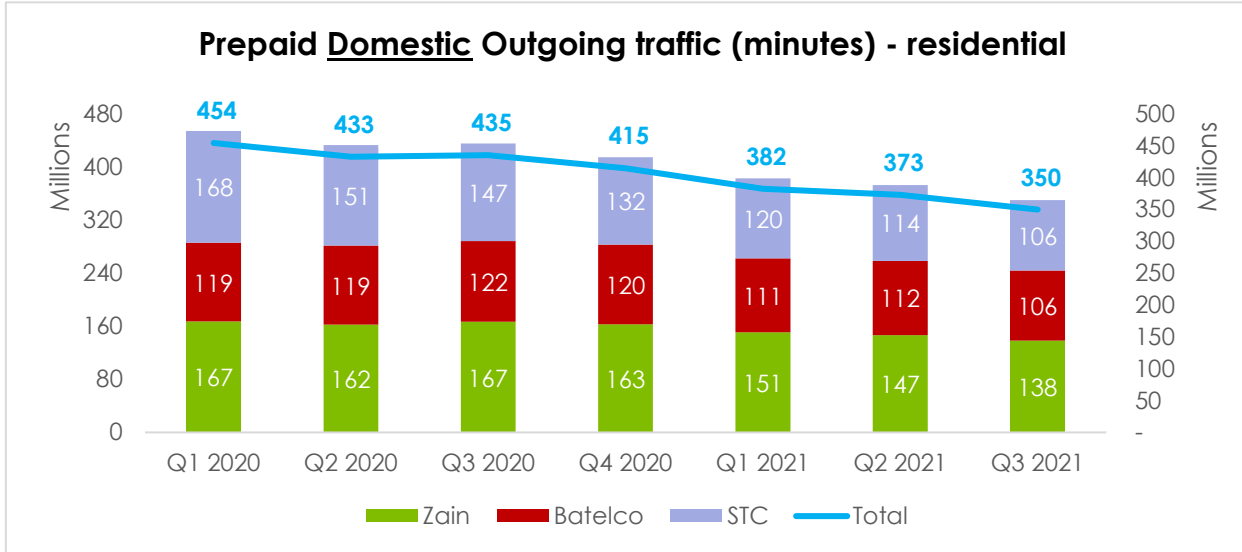


Total Outgoing Traffic in Minutes
(Domestic + International)*



* Revised for 2019 data.

Mobile services: Traffic* (Minutes) (2/2)



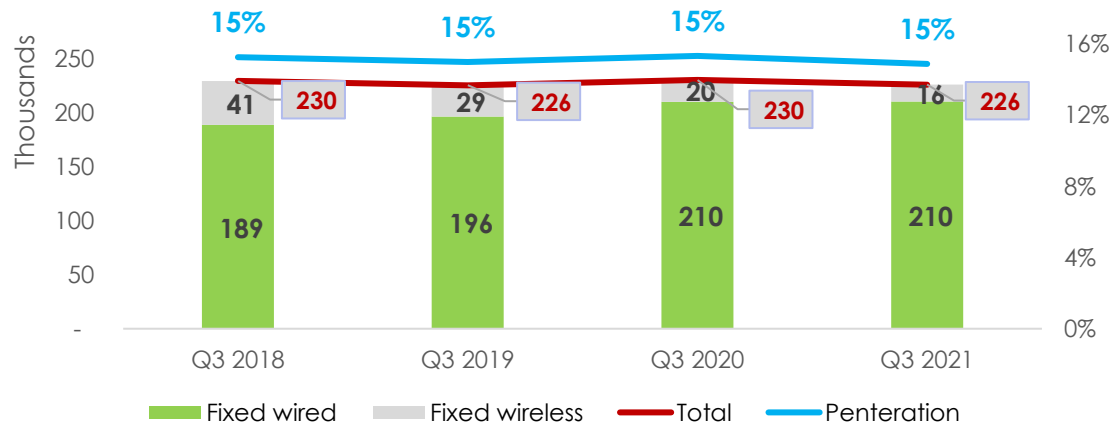
* Historical data for Non-residential (Domestic & Intl.) Traffic is currently unavailable.

Fixed telephony services: Subscriptions (PSTN & Fixed wireless)*



No. of fixed telephony subscriptions

Number of Fixed Lines



End of Q3 2020

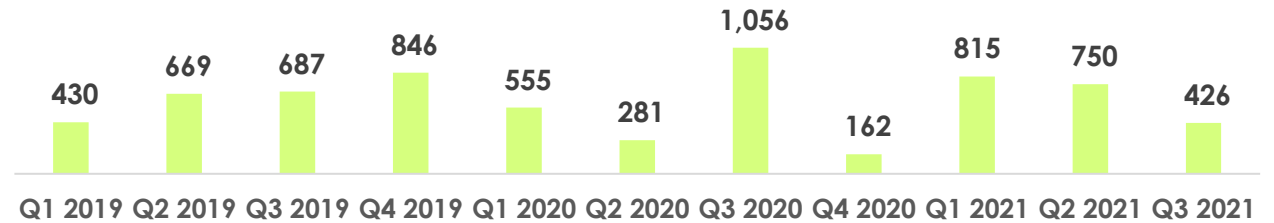
230,399
15% Penetration rate

End of Q3 2021

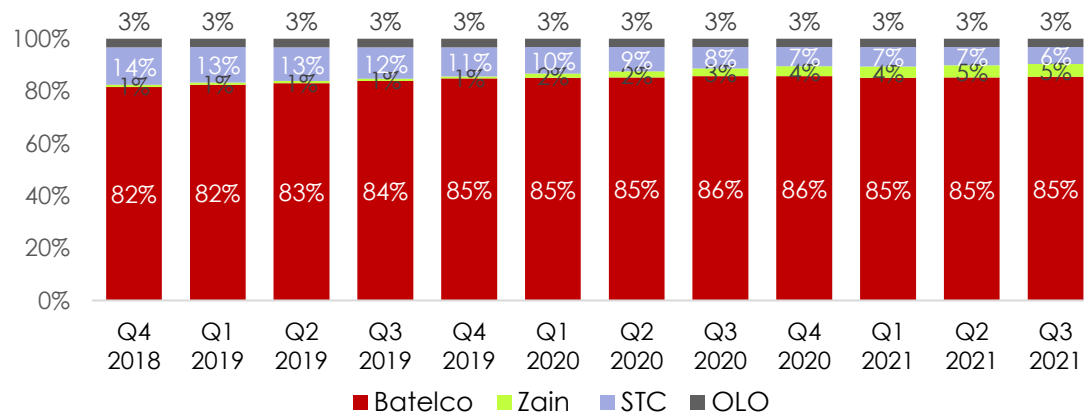
226,110
15% Penetration rate

	2018	2019	2020	Q3 2021
Total Fixed Lines (Ex. ISDN)	225,797	224,962	227,789	226,110
% of Fixed Wired	85%	88%	92%	89%
% of Fixed Wireless	15%	12%	8%	11%

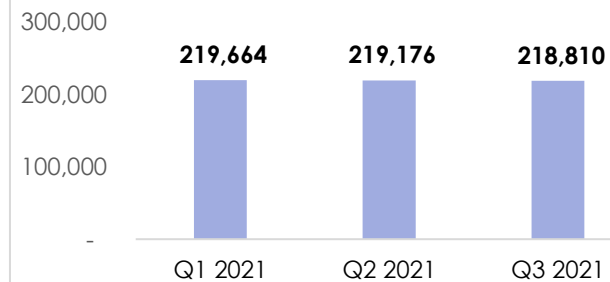
Number of Accepted Fixed Line Porting Requests



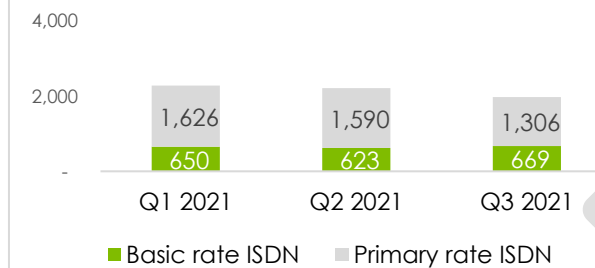
Fixed line Services Market Share



Total VoIP Subscriptions



Total ISDN



*Includes VoIP as of 2021 but excludes ISDN.

Fixed telephony services: Traffic (PSTN & Wireless - Minutes)*



Total fixed domestic outgoing traffic in minutes**

Q2 2021

55,629,791

Q3 2021

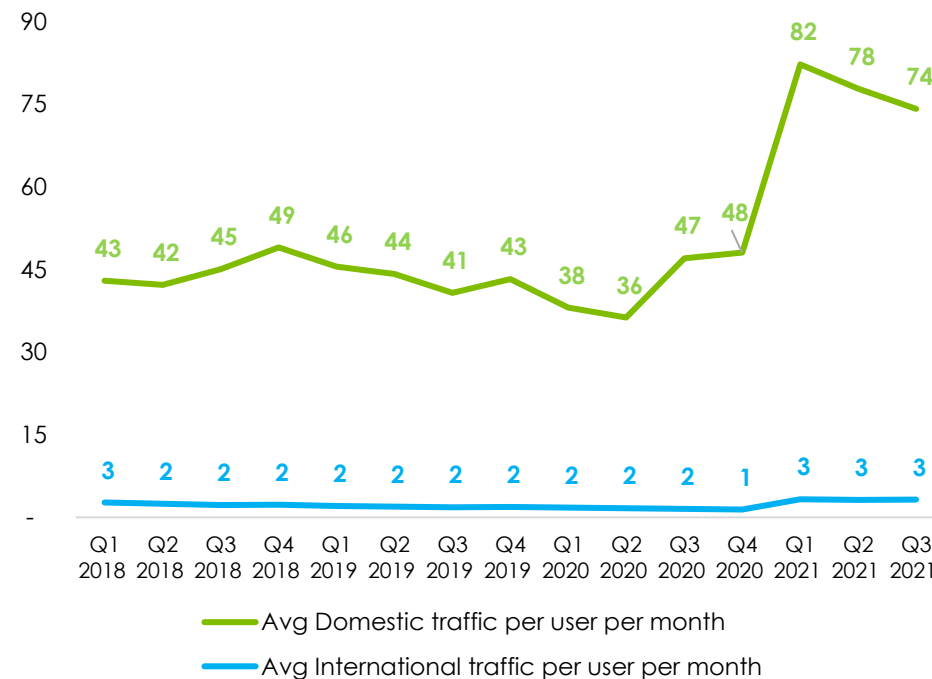
53,010,741**

5%

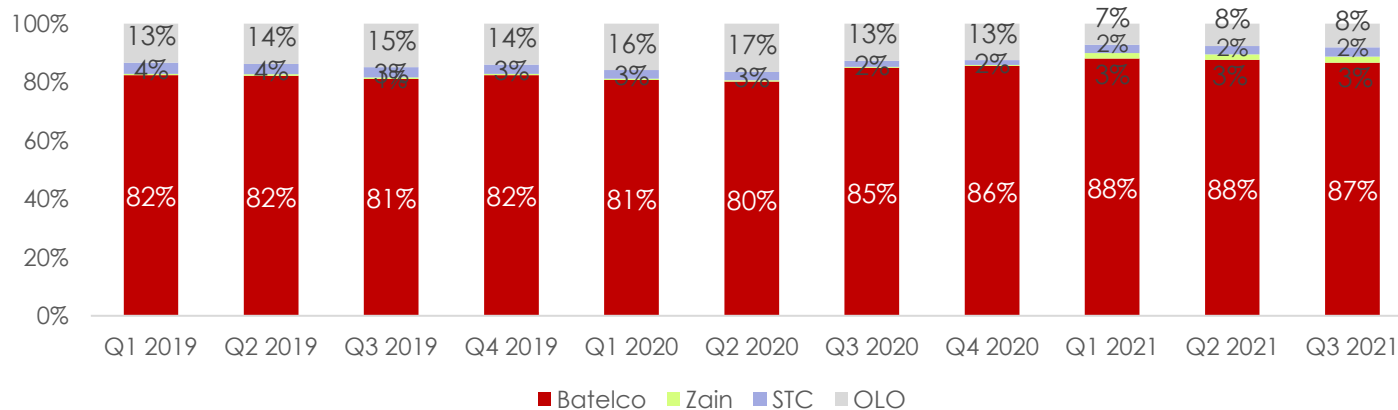
Fixed line Domestic & International Outgoing traffic



Monthly Average Outgoing Domestic & International Minutes Per Subscription



Domestic Fixed line Traffic market shares

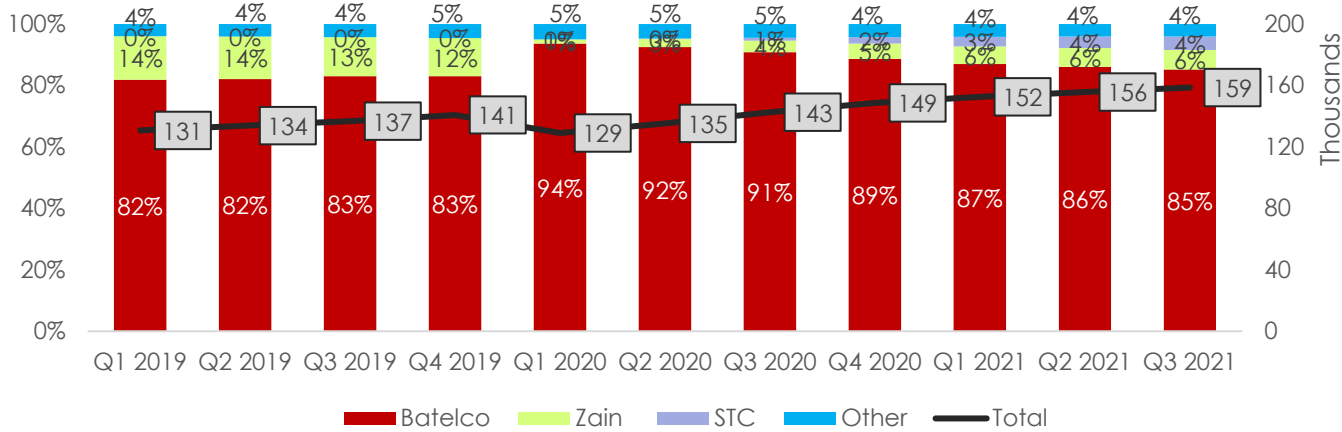


* Includes VoIP and ISDN traffic.

** Increase in traffic is specifically due to the change in method of reporting as of 2021. ISDN traffic has also been included, hence the jump in traffic relative to the same period last year.

Broadband services: Subscriptions** (1/2)

Fixed Broadband Subscriptions Market Share*

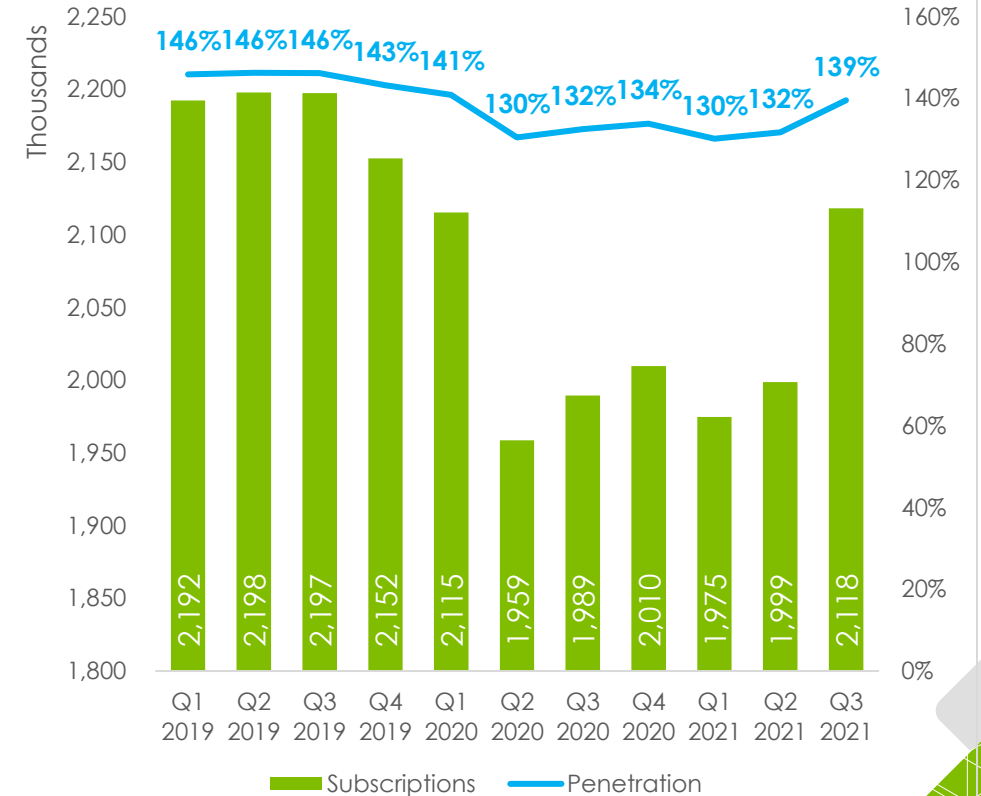


No. of broadband subscriptions (End of Q3 2021)

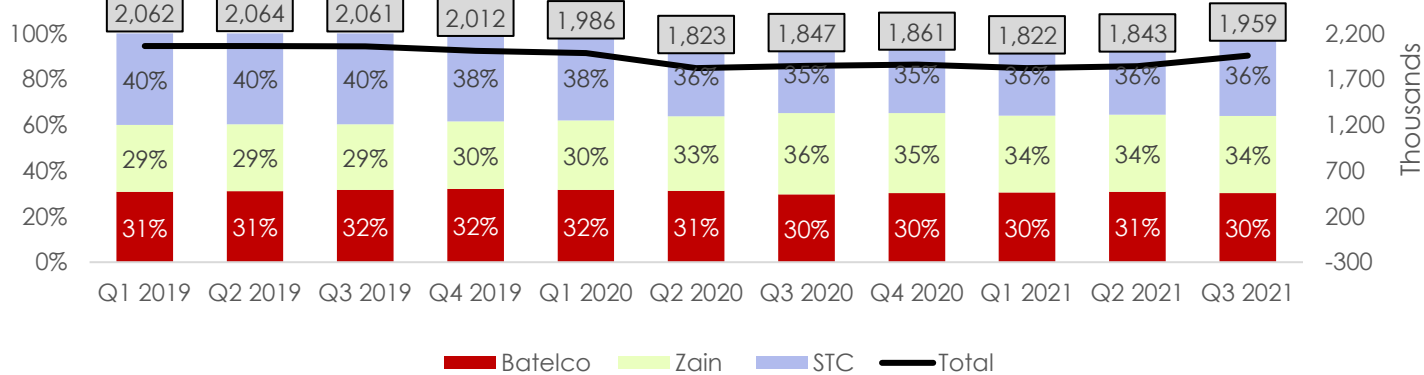
2,118,015

139% Penetration rate

Broadband Subscriptions and Penetration



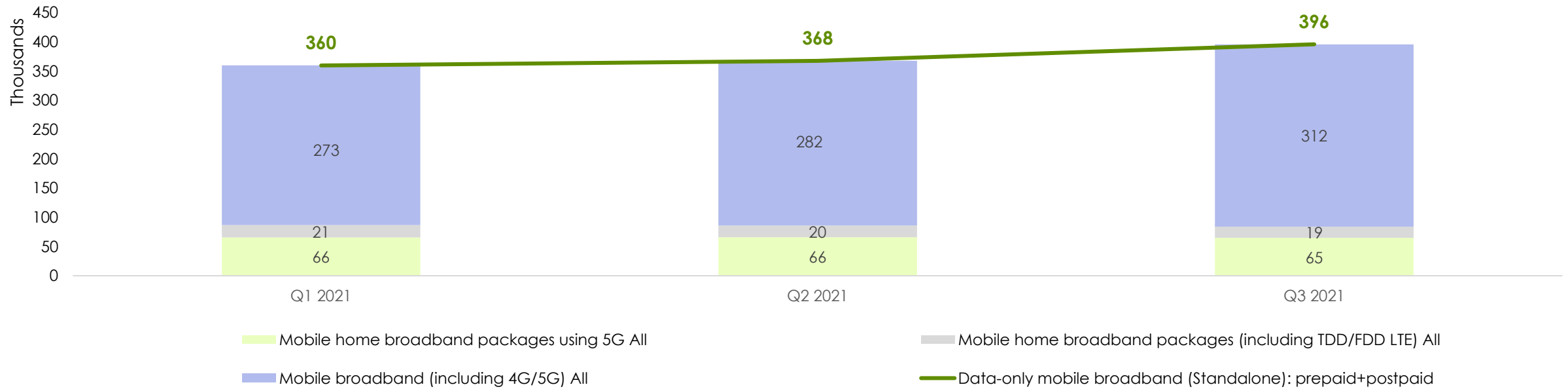
Mobile Broadband Subscriptions Market Shares (Pay-per-use + Add-on to voice + Standalone)



** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Subscriptions** (2/2)

Mobile BB - Standalone Subscriptions breakdown



Mobile Broadband – Q3 2021



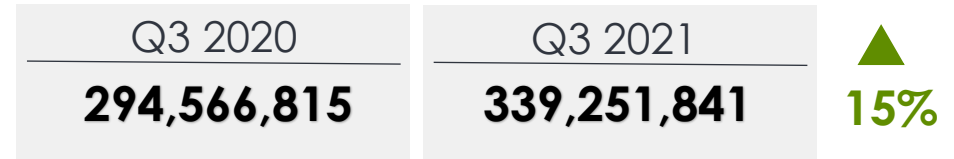
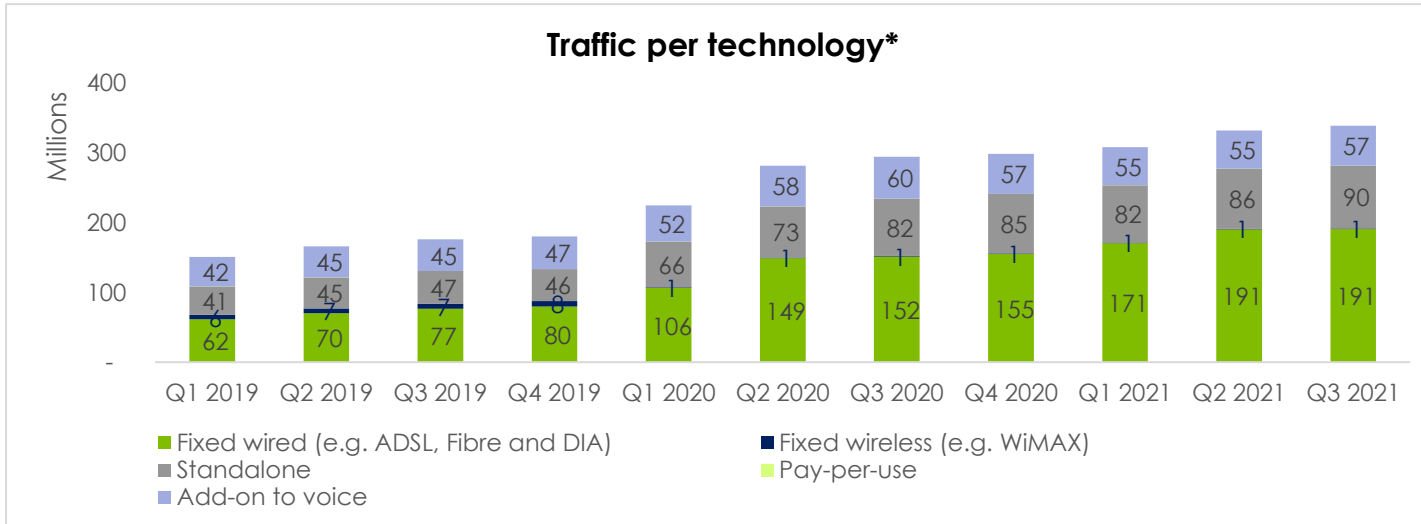
Proportion of broadband subscriptions by access type – Q3 2021



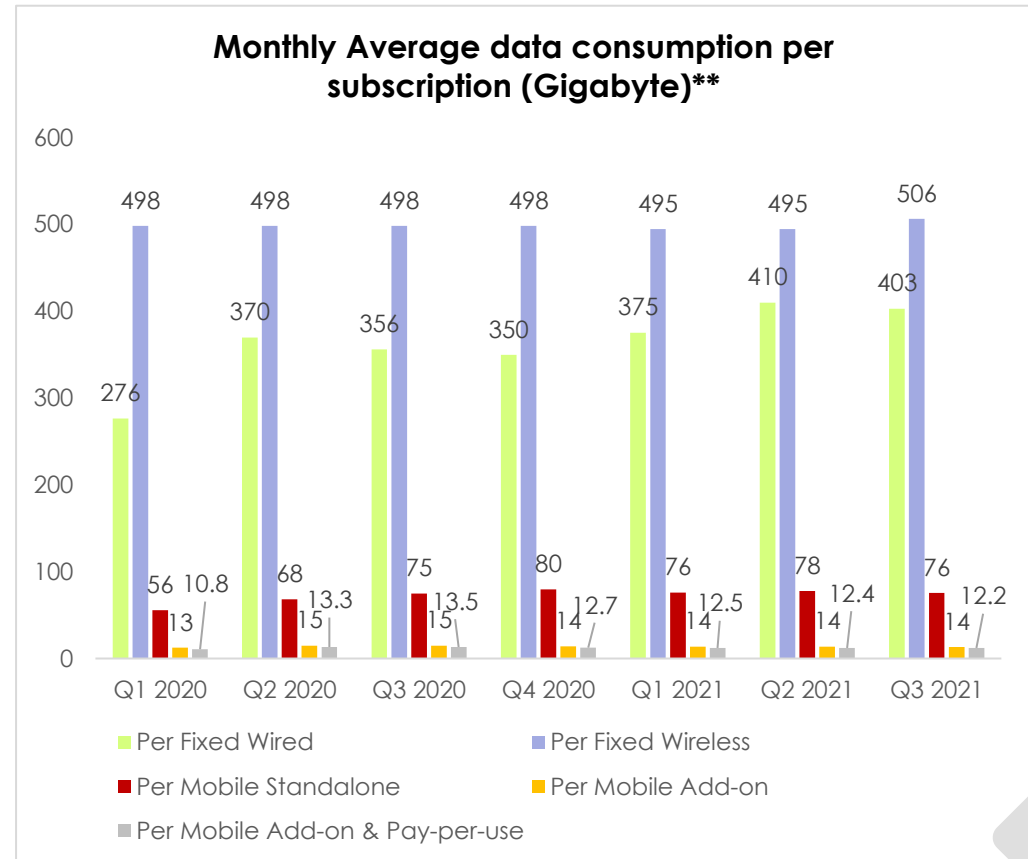
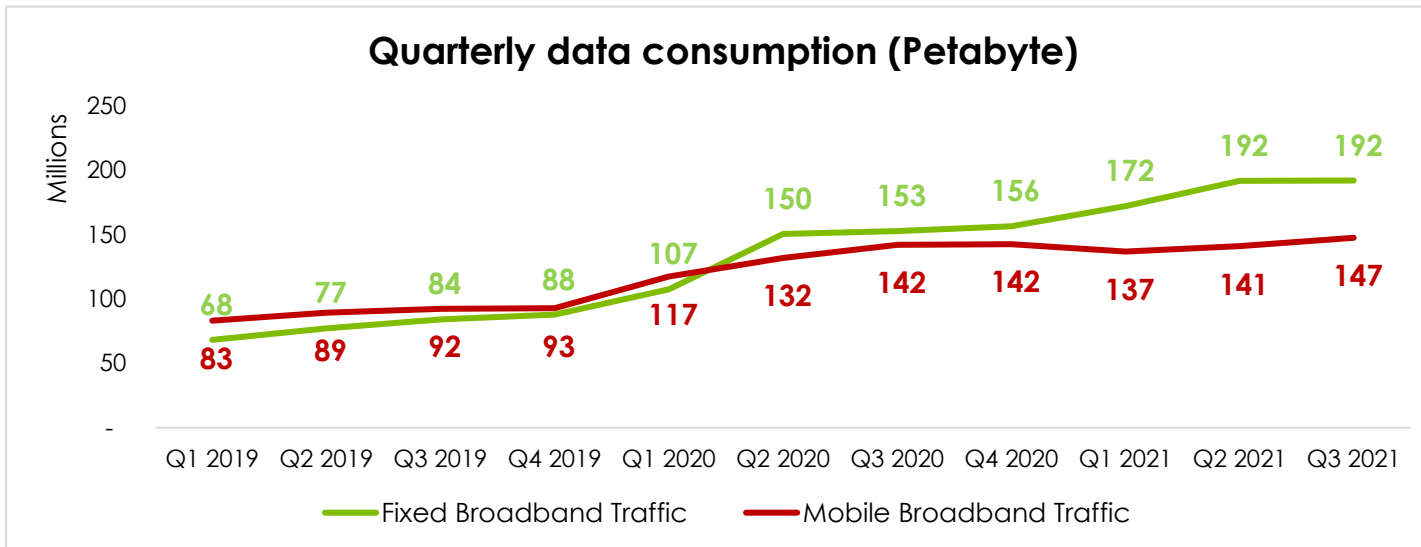
Broadband services: Data Traffic 1 of 2



Total data traffic in Gigabyte

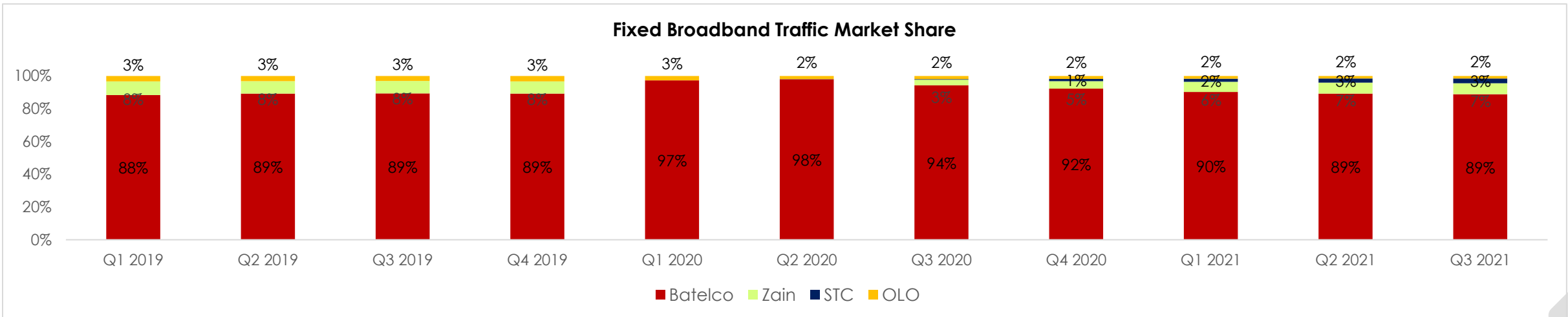
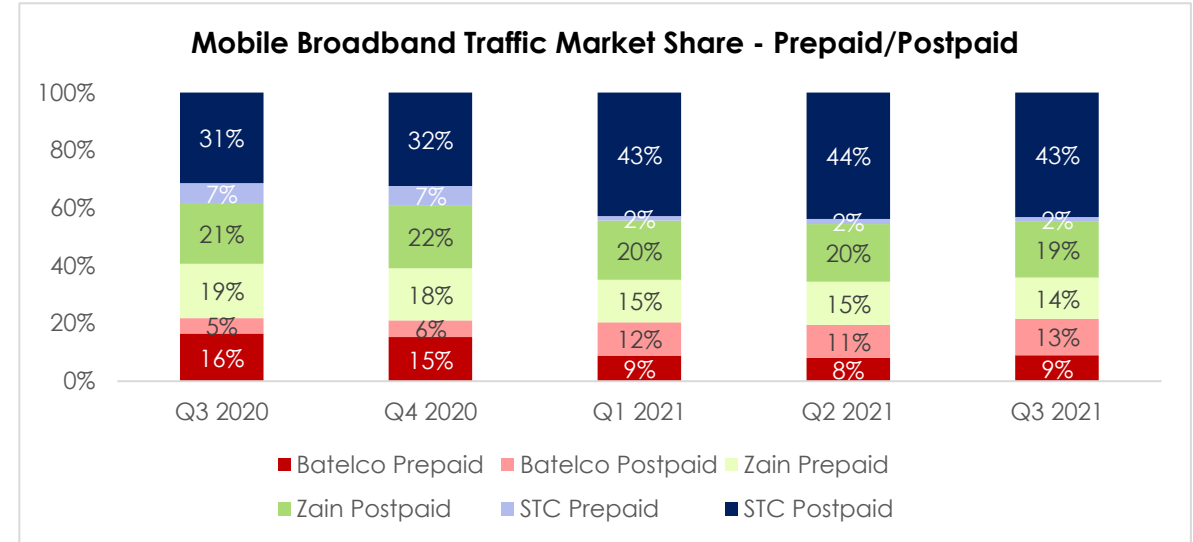
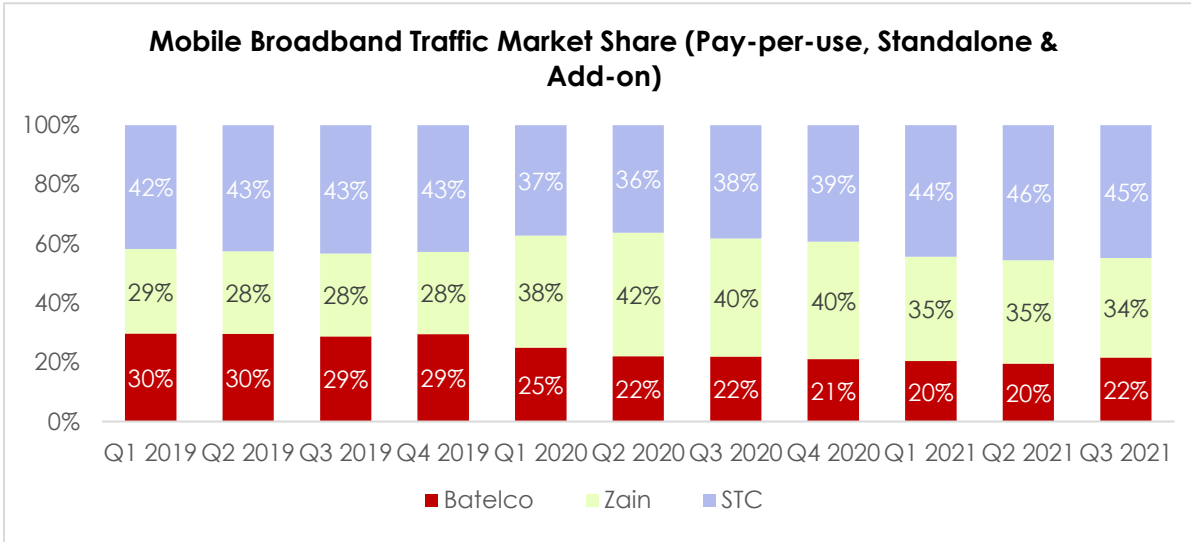


*Fixed wired data traffic was revised from June 2018.



**Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

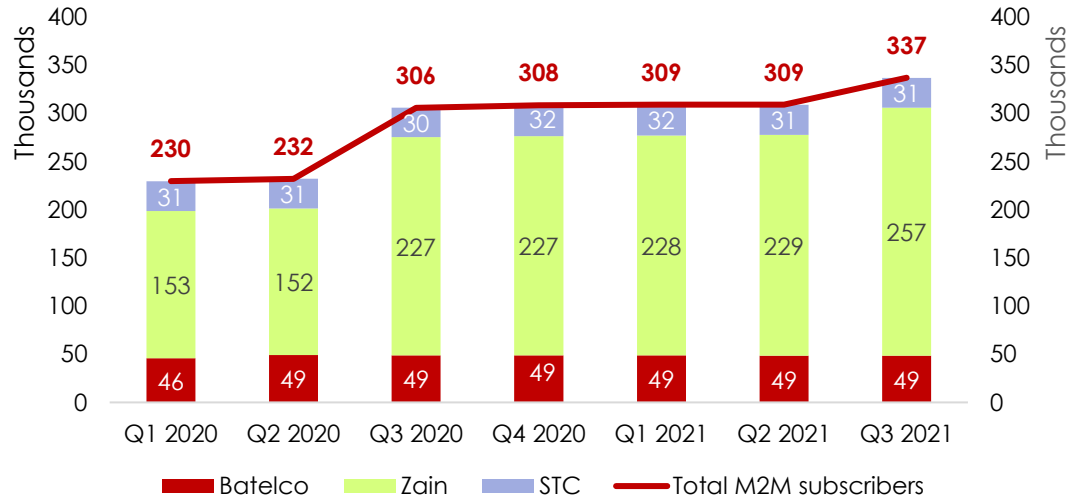


*Fixed wired data traffic was revised from June 2018.

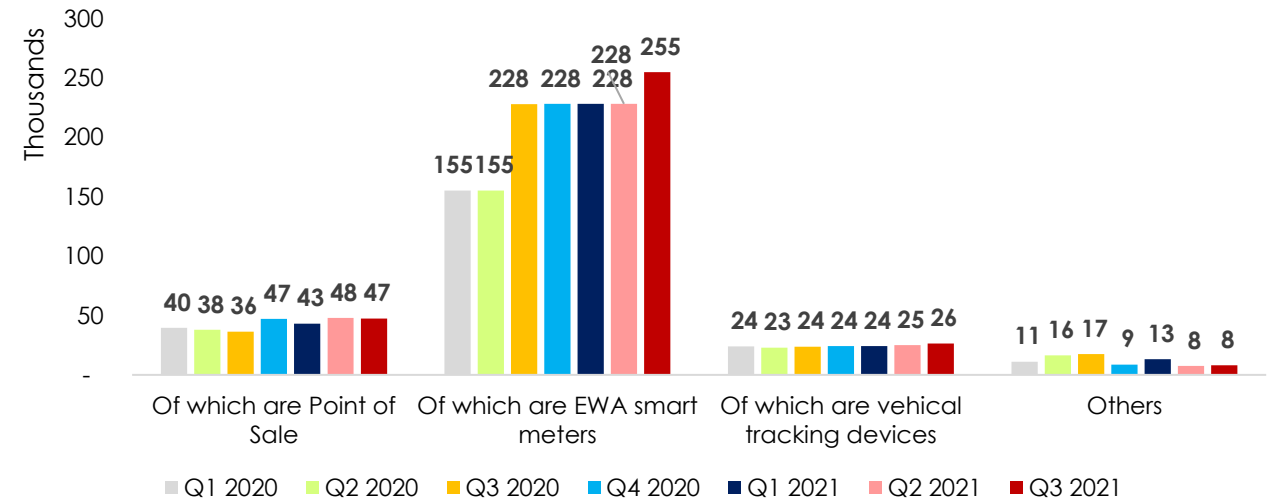
**An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

M2M Subscribers & Traffic

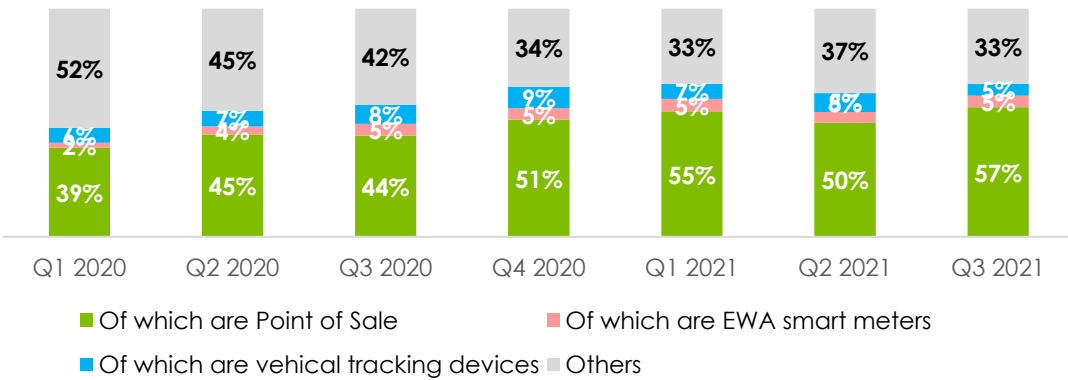
M2M Subscribers



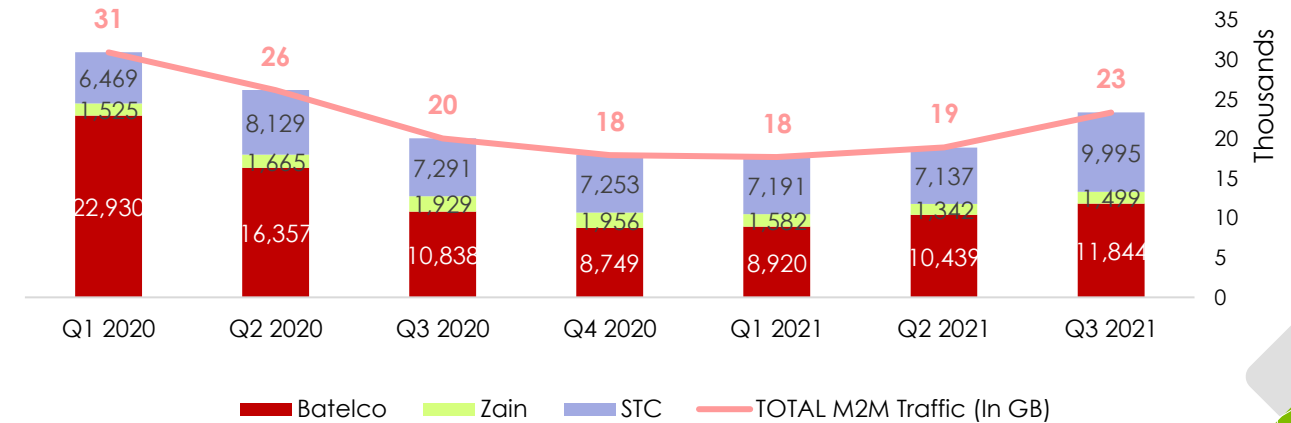
M2M Subscribers by type



M2M Traffic by Type (GB)



M2M Traffic



*Fixed wired data traffic was revised from June 2018

Definitions

Fixed-telephone subscriptions

Fixed-telephone subscriptions refers to the sum of all active

- i) analogue fixed-telephone lines,
- ii) voice-over-IP (VoIP) subscriptions,
- iii) fixed wireless local loop (WLL) subscriptions,
- iv) ISDN voice-channel equivalents,

v) fixed public payphones and vi) satellite-based subscriptions

provided to fixed locations that allow for a voice communication. This indicator was previously

called Main telephone lines in operation.

*Active lines are those that have registered an activity in the past three months.

Prepaid mobile-cellular telephone subscriptions

Prepaid mobile-cellular telephone subscriptions (ITU code i271p) refers to the total number of mobile-cellular telephone subscriptions that use prepaid refills. These are subscriptions where, instead of paying an ongoing monthly fee, users purchase blocks of usage time. Only active subscriptions should be included (those used at least once in the last three months for making or receiving a call or carrying out a non-voice activity such as sending or reading an SMS or accessing the Internet).

Postpaid mobile-cellular telephone subscriptions

Postpaid mobile-cellular telephone subscriptions Refers to the total number of mobile-cellular subscriptions where subscribers are billed after their use of mobile services, at the end of each month. The postpaid service is provided on the basis of a prior arrangement with a mobile cellular operator. Typically, the subscriber's contract specifies a limit or allowance of minutes, text messages, etc. The subscriber will be billed at a flat rate for any usage equal to or less than that allowance. Any usage above that limit incurs extra charges. Theoretically, a subscriber in this situation has no limit on use of mobile services and, as a consequence, unlimited credit.

Active mobile-broadband subscriptions

Active mobile-broadband subscriptions refers to the sum of active handset-based and computer-based (USB/dongles) mobile-broadband subscriptions that allow access to the Internet. It covers actual subscribers, not potential subscribers, even though the latter may have broadband-enabled handsets. Subscriptions must include a recurring subscription fee or if in the prepayment modality, pass a usage requirement – users must have accessed the Internet in the last three months.

Clarification: For mobile data subscription to be considered broadband, the operator must advertise a connection that will be capable of using at least a 3G/UMTS network, so that a nominal downloading speed of 256 kbit/s is at a minimum expected. Hence, subscriptions that are only to use GPRS and EDGE technologies are to be excluded. A contract (post pay) subscription pays a recurrent bill with a predetermined frequency. It should be counted as an active mobile broadband subscription no matter the effective data consumption realized by the user. A prepayment or a pay-as-you-go subscription needs to pass the activity criterion to be considered as 'active': a billable Internet connection must have occurred in the last three months. Note that for a mobile subscription to be considered broadband it must allow access to the public open Internet, hence, any subscription that limits access only to walled garden or services provided in exclusivity by the mobile operator, are not counted as access to the open Internet, and hence, are not 'broadband'. Several cases are defined below. (See Table 4 in ITU document)

Thank You

Annex A

Mobile subscriptions – raw data

Prepaid residential subscribers								Prepaid non-residential subscribers						
	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	420,031	401,301	411,457	405,401	437,740	442,362	444,853	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Zain	390,386	369,465	379,271	390,248	390,509	389,117	404,229	N/A	N/A	N/A	N/A	804	713	827
STC	489,726	423,766	406,316	398,364	398,234	391,205	423,750	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total	1,300,143	1,194,532	1,197,044	1,194,013	1,226,483	1,222,684	1,272,832	-	-	-	-	804	713	827

Postpaid residential subscribers								Postpaid non-residential subscribers						
	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	214,284	218,134	219,277	222,042	183,364	186,031	189,909	N/A	N/A	N/A	N/A	37,562	38,109	39,074
Zain	106,651	107,720	107,705	108,015	84,140	85,858	87,084	N/A	N/A	N/A	N/A	26,530	26,641	27,188
STC	226,274	225,186	225,197	224,602	205,971	203,757	229,509	N/A	N/A	N/A	N/A	17,263	17,911	18,362
Total	547,209	551,040	552,179	554,659	473,475	475,646	506,502	-	-	-	-	81,355	82,661	84,624

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	192,930	195,266	197,555	134,353	134,100	134,998	135,194
Zain	3,455	5,181	6,437	8,306	9,398	10,143	10,472
STC	22,908	21,186	18,893	16,671	13,778	12,687	11,625

Fixed line subscriptions – PSTN & VoIP (non-residential)

Batelco	N/A	N/A	N/A	N/A	58,945	57,863	57,965
Zain	152	204	214	251	414	477	584
STC	N/A	N/A	N/A	N/A	3,029	3,008	2,970
OLOs	7,300	7,300	7,300	7,300	7,300	7,300	7,300
Total*	226,745	229,137	230,399	227,789	226,964	226,476	226,110

*Excluding ISDN

	Q1 2021	Q2 2021	Q3 2021
Basic-rate ISDN	650	623	669
Primary-rate ISDN	1,626	1,590	1,306
Total	2,276	2,213	1,975

Fixed Broadband subscriptions – raw data

Fixed Broadband subscriptions – (Fixed wired & Fixed wireless) (residential)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	120,828	125,081	129,482	131,686	129,595	131,118	132,389
Zain	1,740	3,524	5,444	7,366	8,393	9,164	9,507
STC	N/A	222	1,281	3,084	4,392	5,460	6,574
OLOs	6,423	6,423	6,423	6,423	6,423	6,423	6,423

Fixed Broadband subscriptions – (Fixed wired & Fixed wireless) (non-residential)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	N/A	N/A	N/A	N/A	2,999	2,811	2,726
Zain	N/A	N/A	N/A	N/A	375	430	544
STC	N/A	N/A	N/A	N/A	298	312	375
Total	128,991	135,250	142,630	148,559	152,574	155,718	158,538

Broadband subscriptions – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021
Batelco	654,167	591,000	589,479	604,608	281,504	291,284	314,086
Zain	520,062	518,159	538,464	533,972	343,899	351,095	371,245
STC	811,936	714,207	718,900	722,430	292,473	288,493	335,371

Mobile Broadband subscriptions – (Postpaid)

Batelco	N/A	N/A	N/A	N/A	317,631	322,288	331,732
Zain	N/A	N/A	N/A	N/A	145,595	145,539	146,727
STC	N/A	N/A	N/A	N/A	441,088	444,157	460,316
Total*	1,986,165	1,823,366	1,846,843	1,861,010	1,822,190	1,842,856	1,959,477

*Excluding M2M