

Quarterly Market Indicators Report

Q2 2022

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Main Telecom Market Indicators (Q2 2021- Q2 2022)

Indicator	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
 Mobile subscribers	1,804,985	1,864,785	1,923,443	1,990,167	2,038,167
 Mobile penetration	120%	124%	128%	127%	130%
 Mobile prepaid subscriptions	1,223,397	1,273,659	1,306,175	1,349,741	1,381,767
 Mobile postpaid subscriptions	581,588	591,126	617,268	640,426	656,401
 Average outgoing minutes from mobile	223	211	204	192	182
 Fixed telephony subscriptions	226,808	226,442	225,685	225,020	221,577
 Fixed telephony penetration	15%	15%	15%	14%	14%
 Domestic monthly average minutes per line	85	83	81	71	61
 International outgoing minutes (Mobile)	258,744,062	252,846,441	255,149,827	245,664,435	255,305,991
 International outgoing minutes (Fixed telephony)	2,174,043	2,197,489	2,112,565	1,664, 131	1,407,662
 Mobile broadband subscriptions	1,842,856	1,959,477	1,978,421	2,038,288	2,078,008
 Mobile broadband penetration rate	123%	130.3%	131.5%	130.4%	133.4%
 Fixed broadband subscriptions	159,801	163,602	167,457	169,163	170,594
 Fixed broadband penetration per household*	62%	64%	65%	66%	66%*
 Total data usage (Petabyte)	332	339	342	373	409
 Average total traffic per month per subscription	58	56	56	59	61

Main Telecom Market Indicators for Q2 2022



Mobile subscribers: **2,038,167**

Penetration: **130%**

Average Int. & Domestic minutes per month per mobile subscription: **182**

Average data usage per mobile broadband subscription*: **14.7 GB**

Fixed telephony subscriptions: **221,578**

Penetration: **14%**

Fixed Wired Telephony subscriptions **94%**

Fixed Wireless Telephony subscriptions: **6%**

Mobile Broadband subscriptions: **2,078,008**

Mobile Broadband penetration rate: **133%**

Fixed Broadband subscriptions: **170,594**

Fixed Broadband penetration rate per household: **66%*****



Mobile Prepaid subscriptions: **1,381,767**

Mobile postpaid subscriptions: **656,401**

% of prepaid out of Mobile market subscriptions: **68%**

% of postpaid out of Mobile market subscriptions : **32%**

Domestic monthly average minutes per line: **61**

International Outgoing Minutes (Mobile): **255,305,991**

International Outgoing Minutes (Fixed telephony): **1,407,662**

Total Data Usage: **409 Petabyte**

Fixed Broadband Traffic: **224 Petabyte**

Mobile Broadband Traffic: **186 Petabyte**

Avg. Traffic per broadband subscription per month: **61 GB**

Avg. Fixed Broadband Traffic per month: **437 GB**

Avg. Mobile Broadband Traffic per month**: **30 GB**

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

** Includes Broadband added to voice & Standalone mobile broadband

*** Based on latest available number of households provided by IGA.

Mobile services: Subscriptions (1/2)

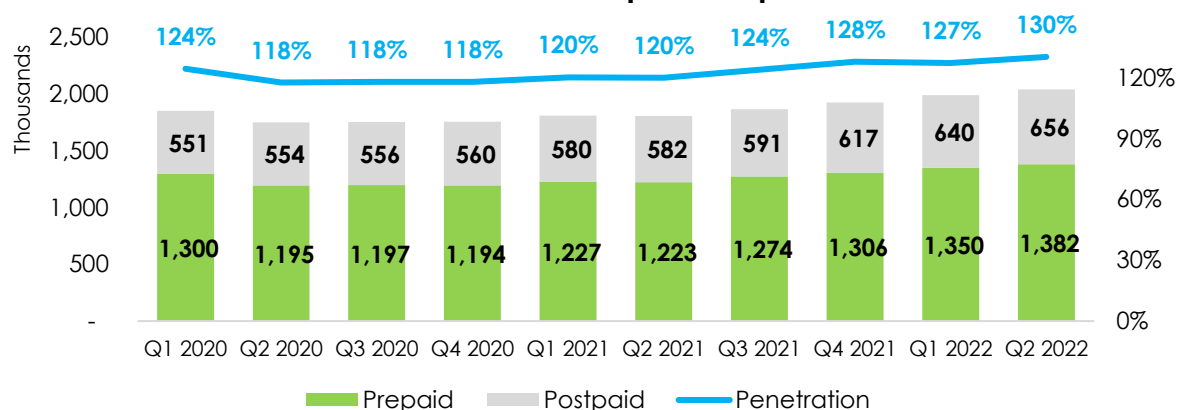


Number of Mobile subscriptions (End of Q2 2022)

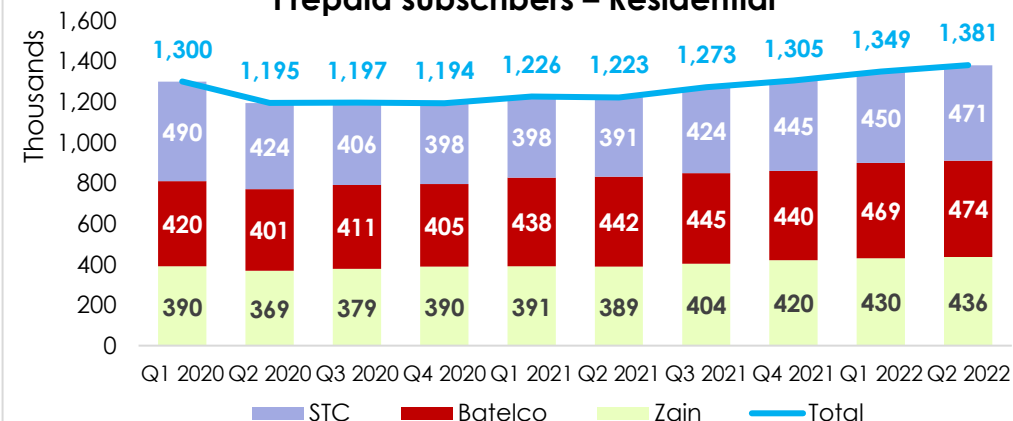
2,038,167 Subscriptions

130% Penetration rate

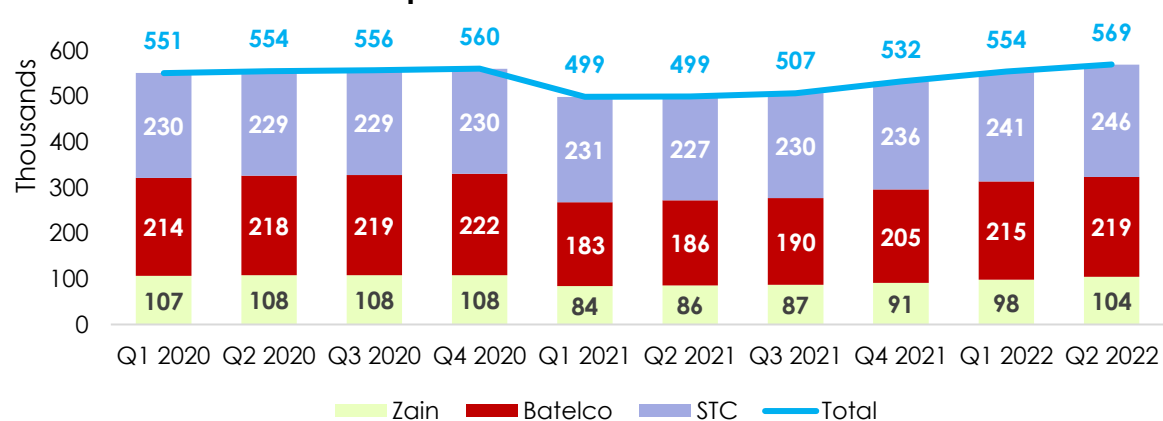
Number of Mobile Subscriptions & penetration



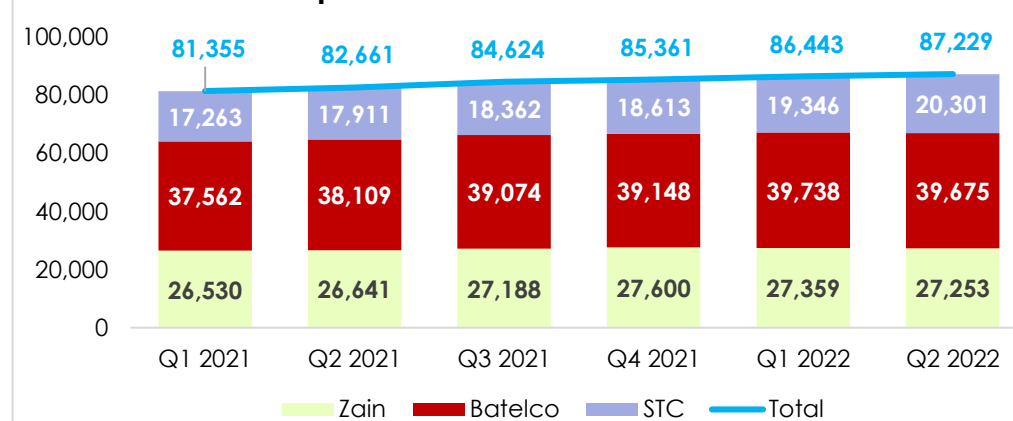
Prepaid subscribers – Residential**



Postpaid subscribers - Residential



Postpaid subscribers - Non Residential



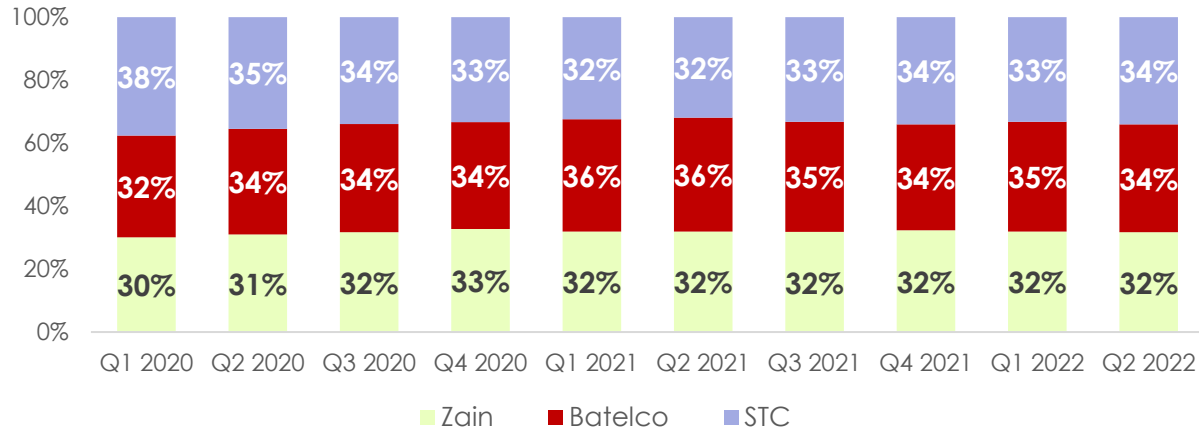
Population	2018	2019	2020	2021	2022*
By IGA	1,503,091	1,484,756	1,501,091	1,504,365	1,565,000

* Source: Population for 2022 is based on IGA population projection.

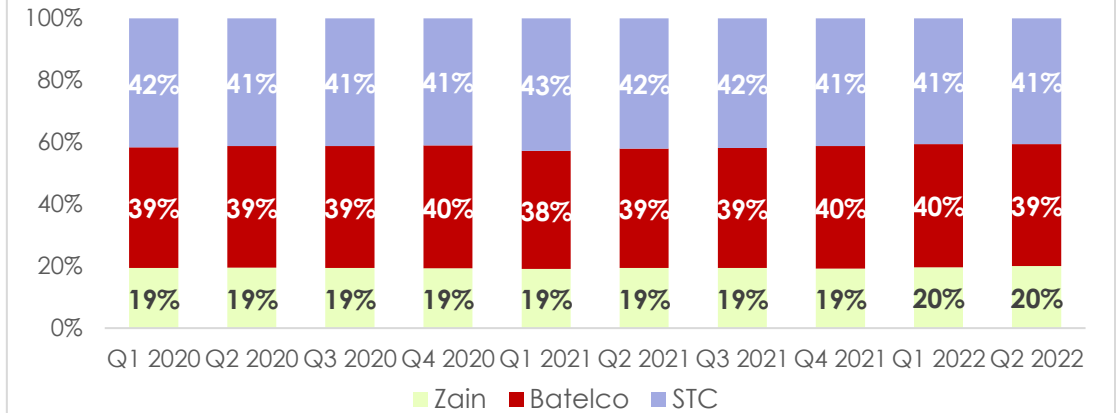
** Data for Prepaid Non-residential subscribers not yet available for 2/3 MNOs.

Mobile services: Subscriptions (2/2)

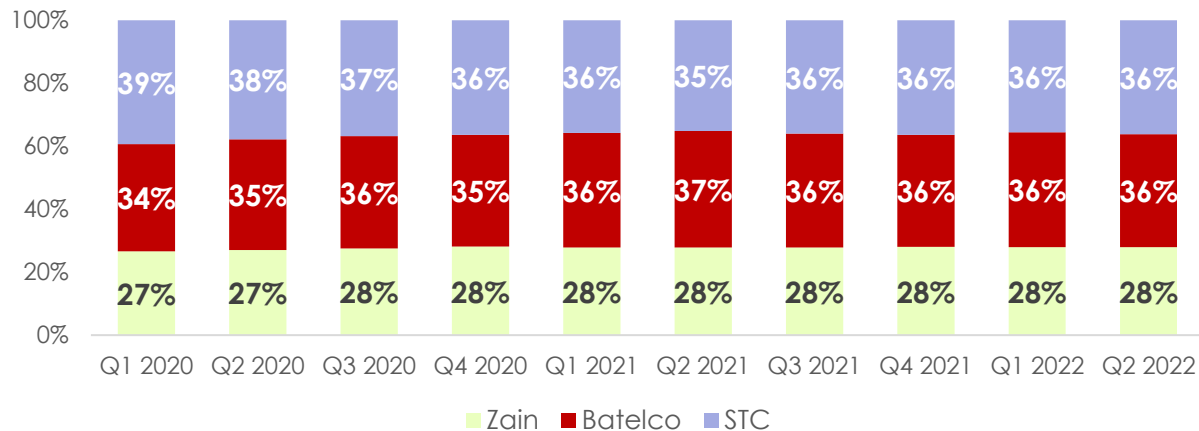
Prepaid Market Share %



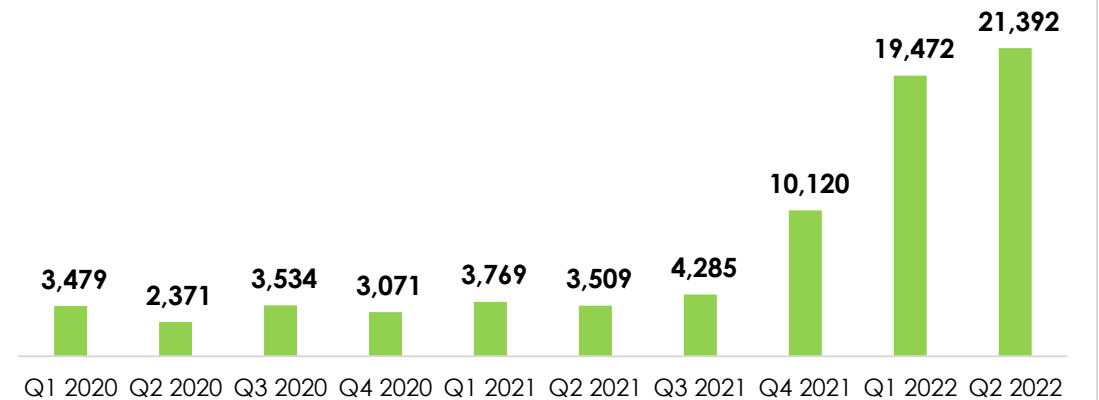
Postpaid Market Share %



Total Mobile Market share



Number of Accepted Mobile Porting Requests



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



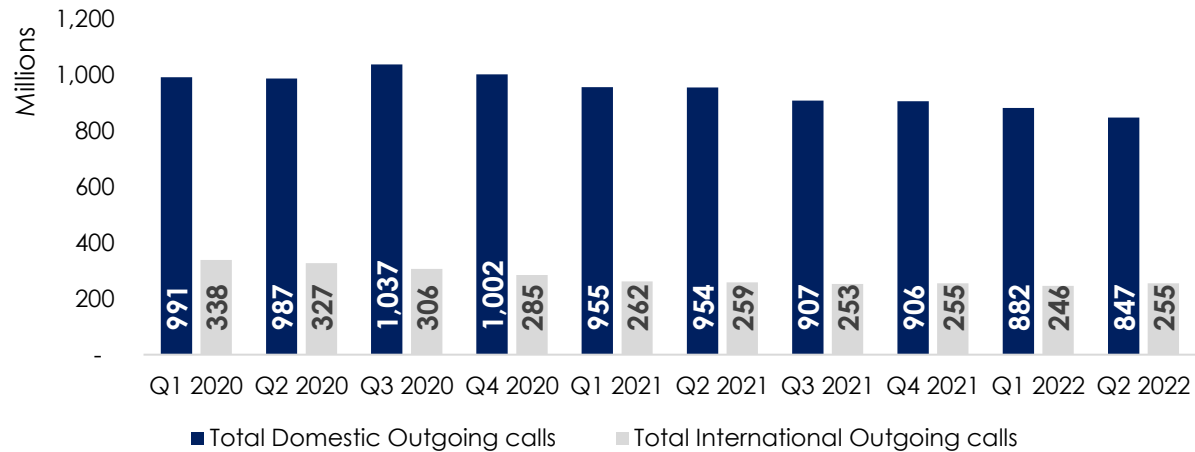
Total Outgoing Traffic in Minutes
(Domestic + International)*

Q2 2021
1,213,153,917

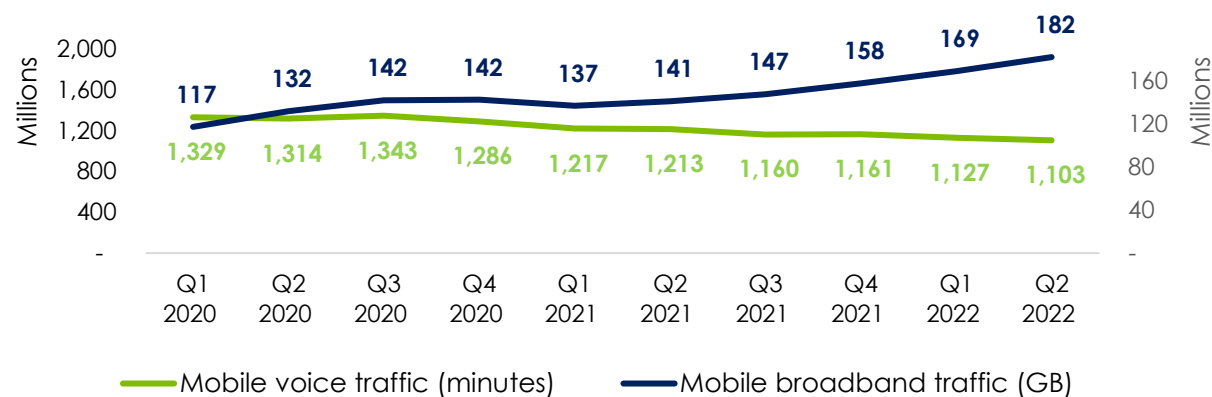
Q2 2022
1,102,663,004

▼
9%

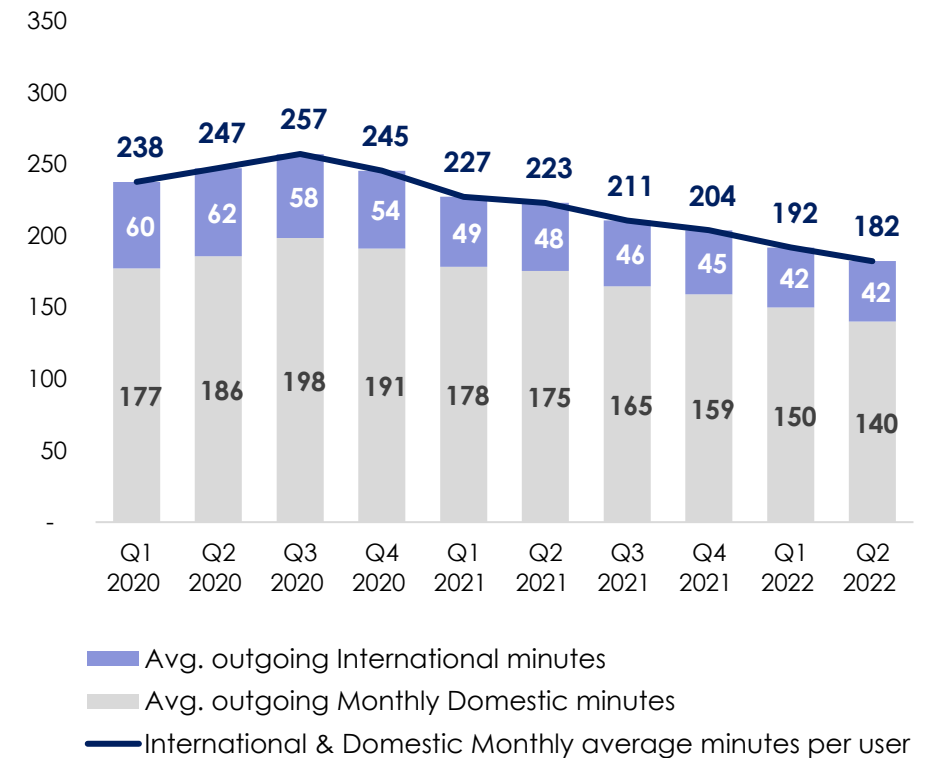
Total Outgoing Mobile Voice Traffic in Millions of Minutes
(Domestic-International)



Mobile Voice traffic VS Mobile Broadband data traffic

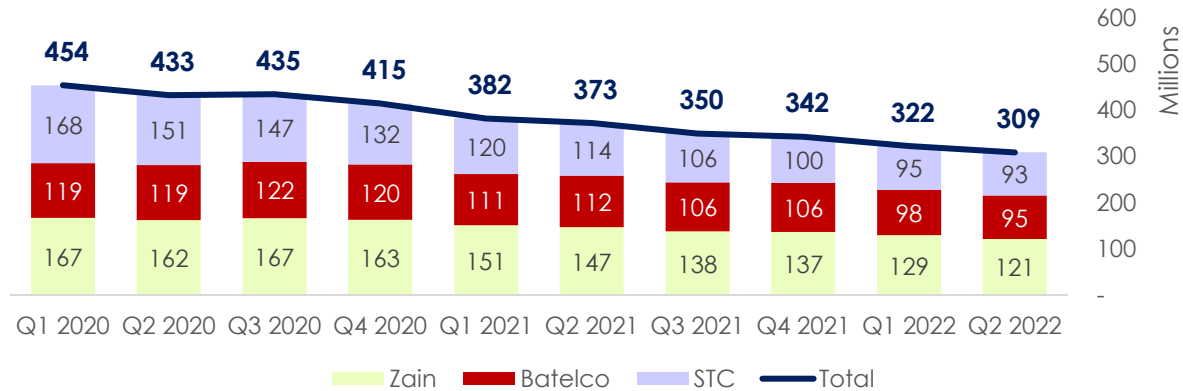


Average Monthly Minutes per User

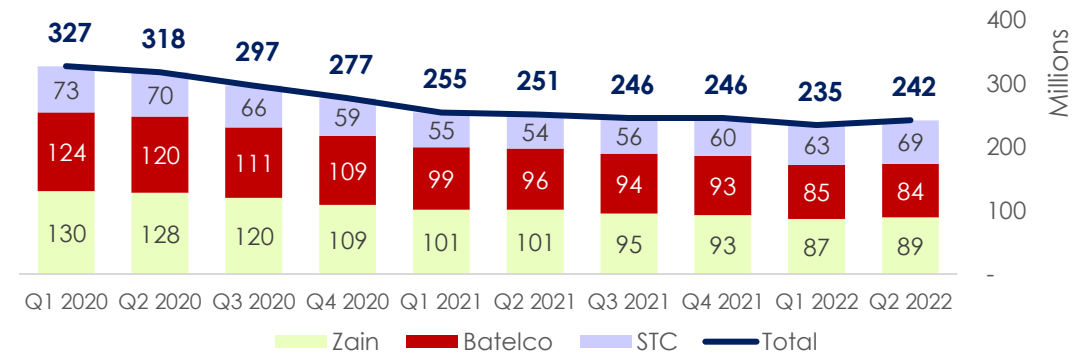


Mobile services: Traffic* (Minutes) (2/2)

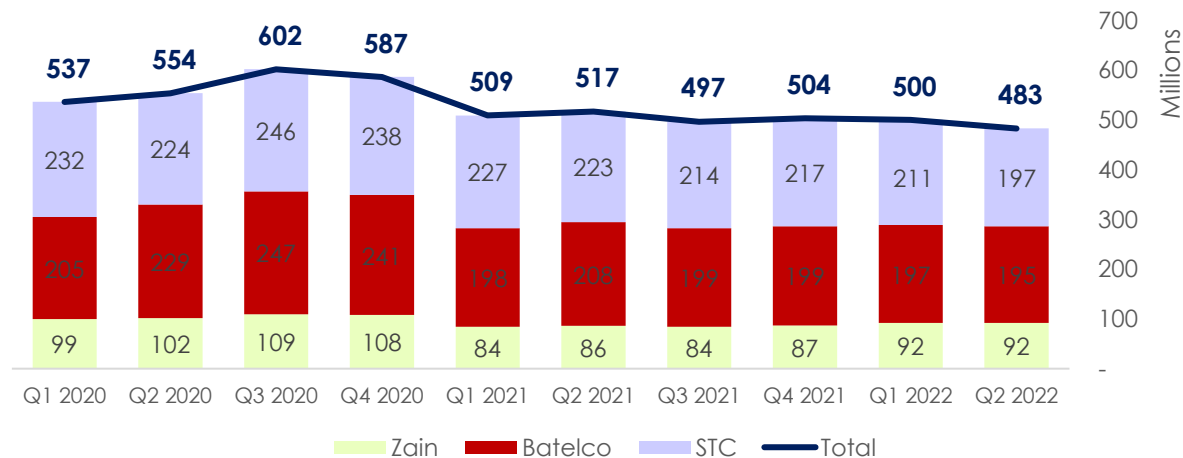
Prepaid **Domestic** Outgoing traffic (minutes) - residential



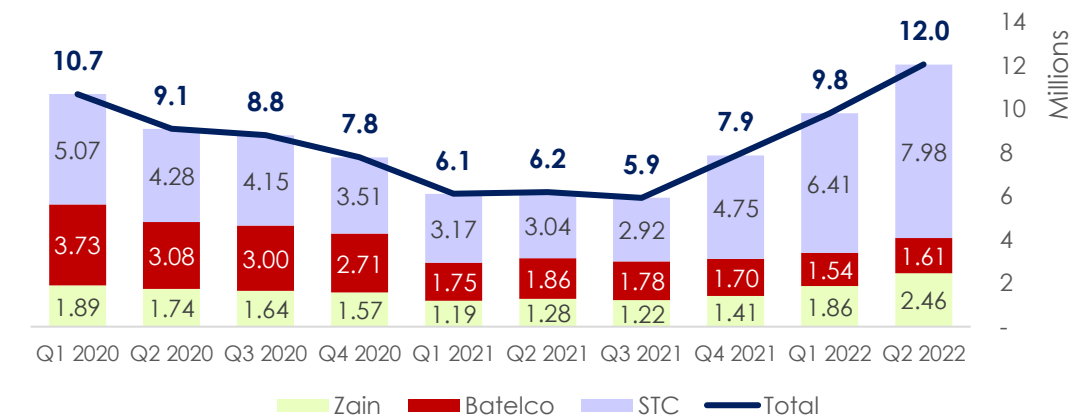
Prepaid **International** Outgoing traffic (minutes) - residential



Postpaid **Domestic** Outgoing traffic (minutes) - residential



Postpaid **International** Outgoing traffic (minutes) - residential**



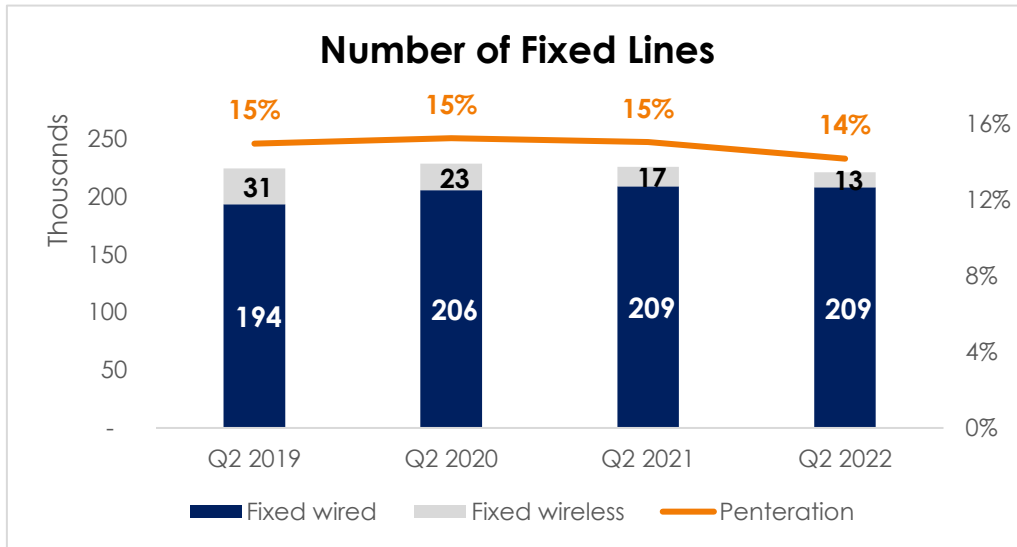
* Historical data for Non-residential (Domestic & Intl.) Traffic is currently unavailable.

** Increase in second half of 2021 is due to an operator launching a new postpaid plan offering International minutes.

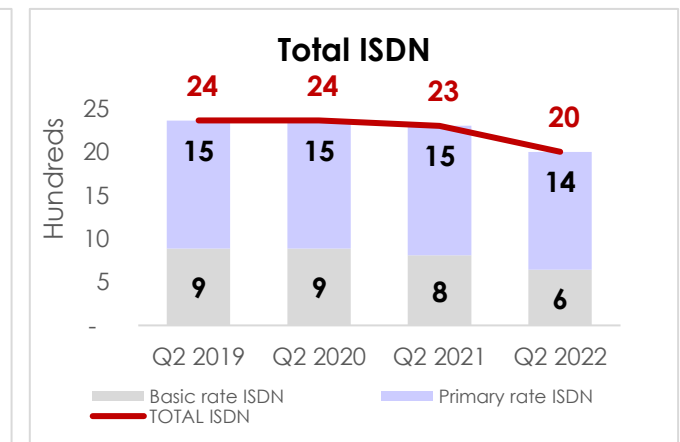
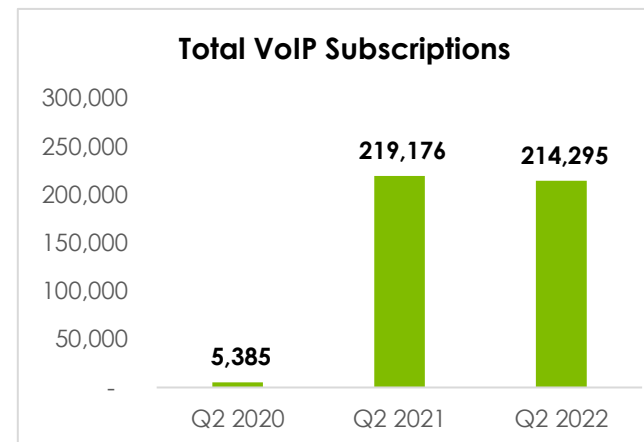
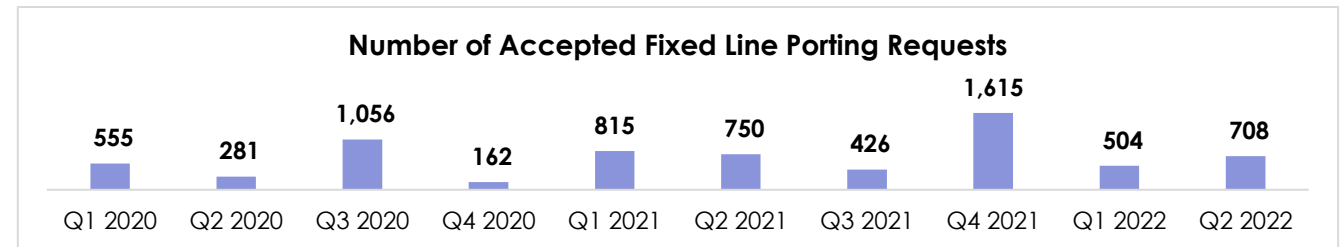
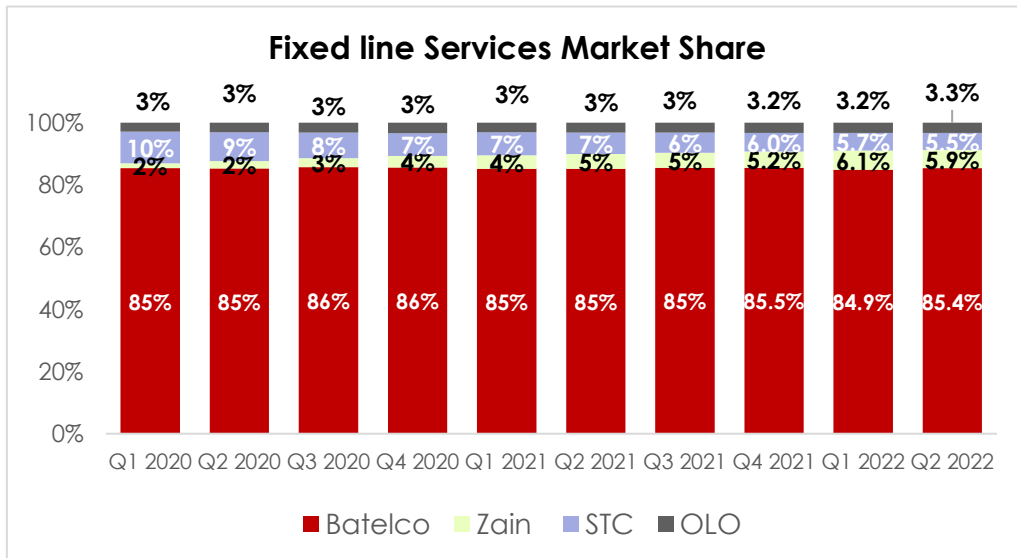
Fixed telephony services: Subscriptions (PSTN & Fixed wireless)*



No. of fixed telephony subscriptions
(Excluding ISDN)



End of Q2 2021		End of Q2 2022		
227,296		221,577		
15% Penetration rate		14% Penetration rate		
	2019	2020	2021	Q2 2022
Total Fixed Lines (Ex. ISDN)	224,199	228,121	225,685	221,577
% of Fixed Wired	88%	92%	93%	94%
% of Fixed Wireless	12%	8%	7%	6%

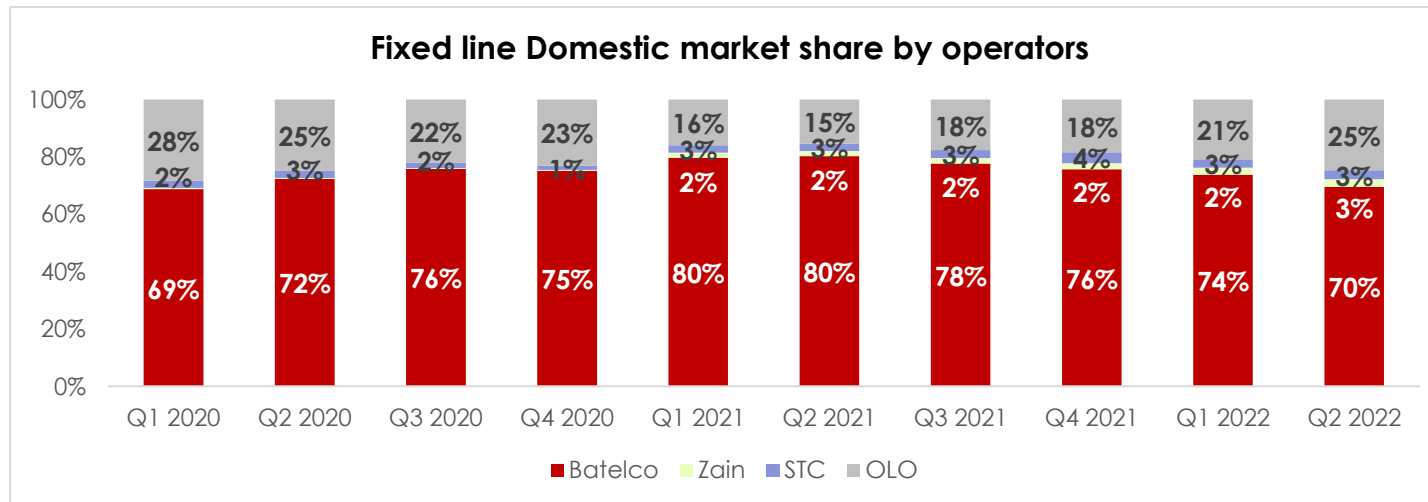
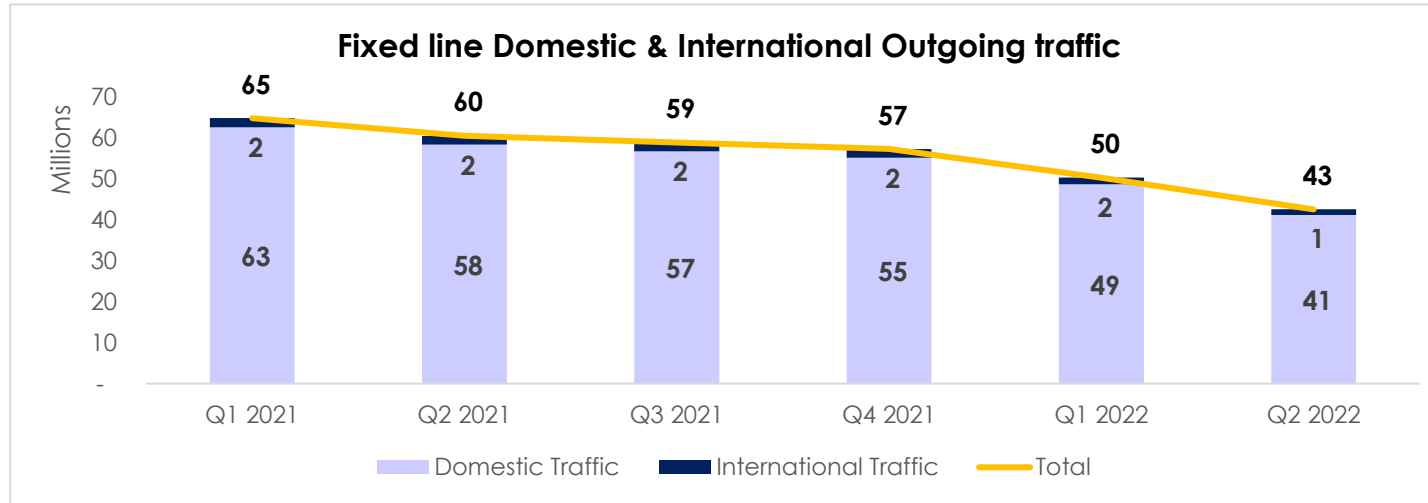


*Includes VoIP as of 2021 but excludes ISDN.

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

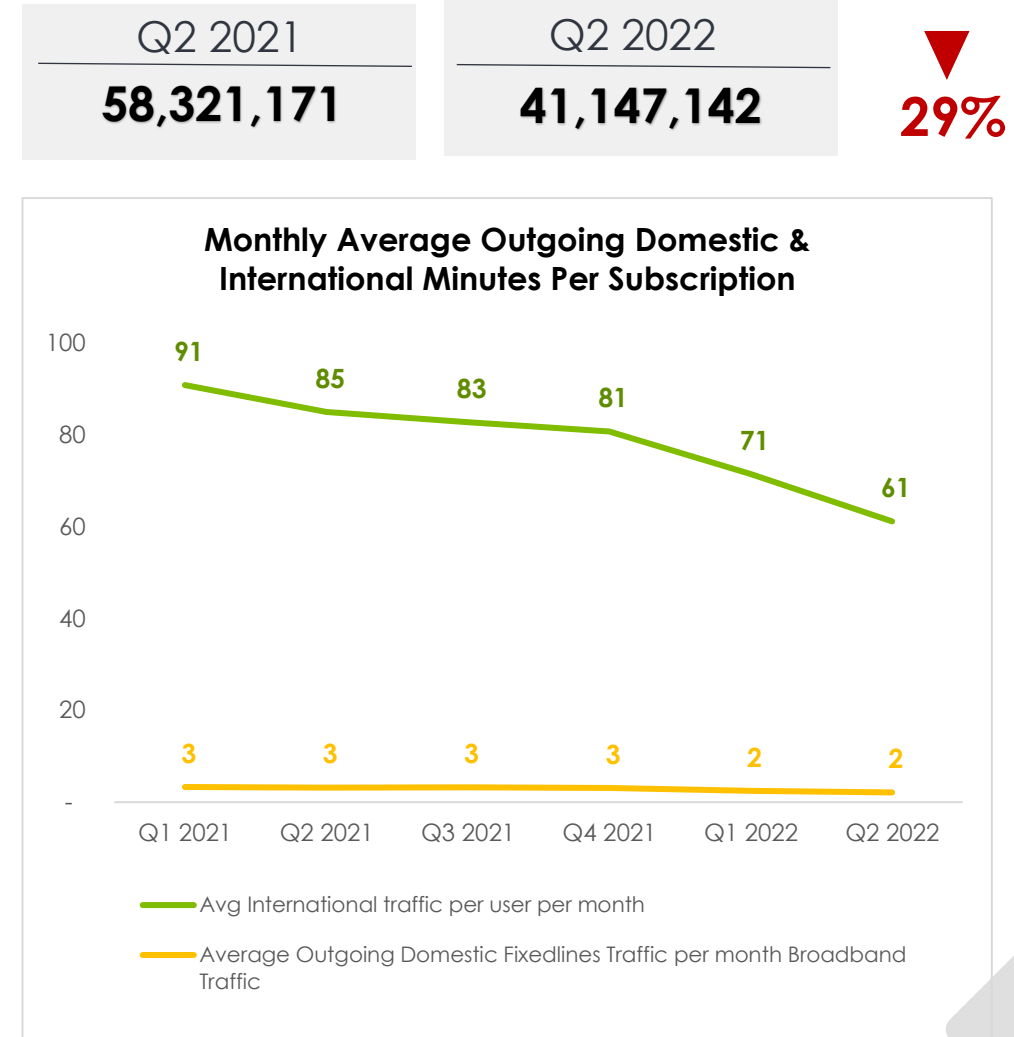


Total fixed domestic outgoing traffic in minutes**



* Includes VoIP and ISDN traffic.

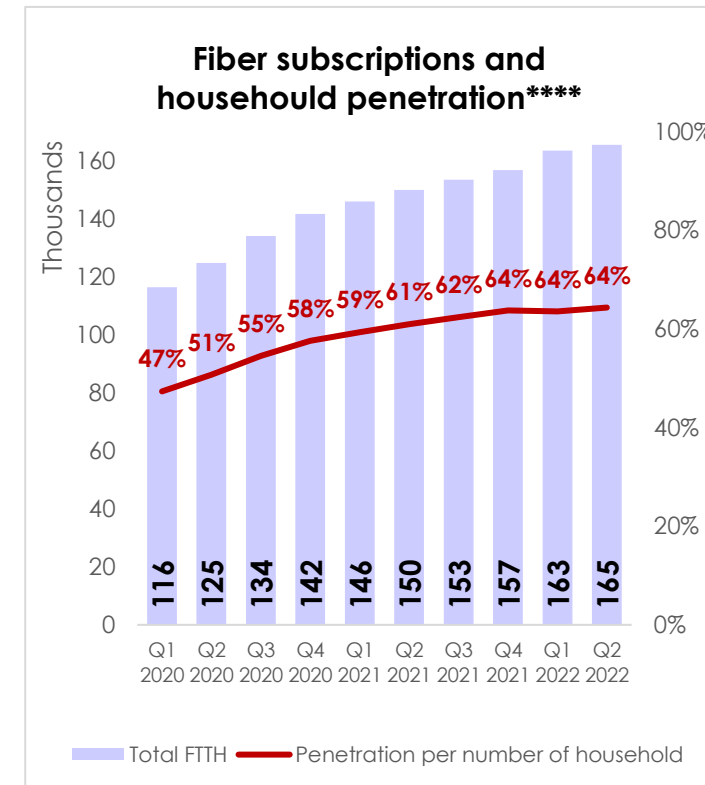
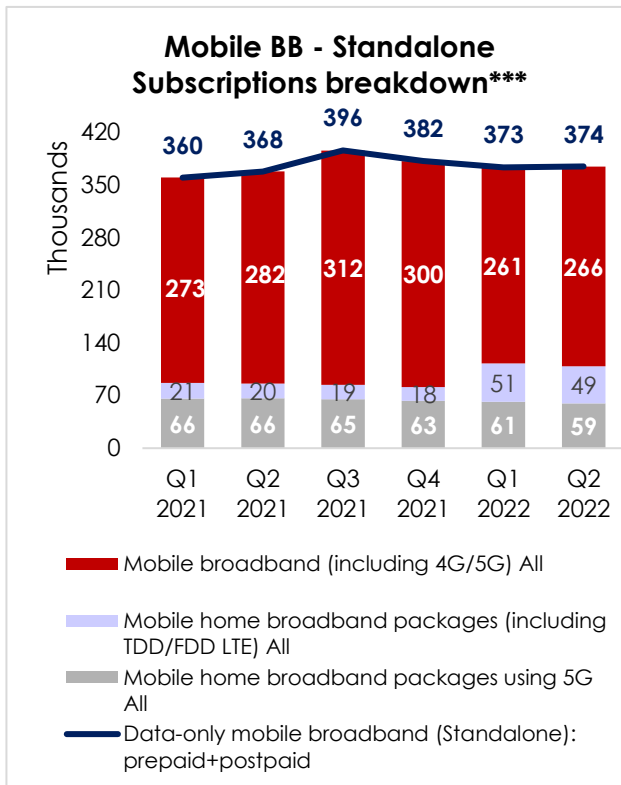
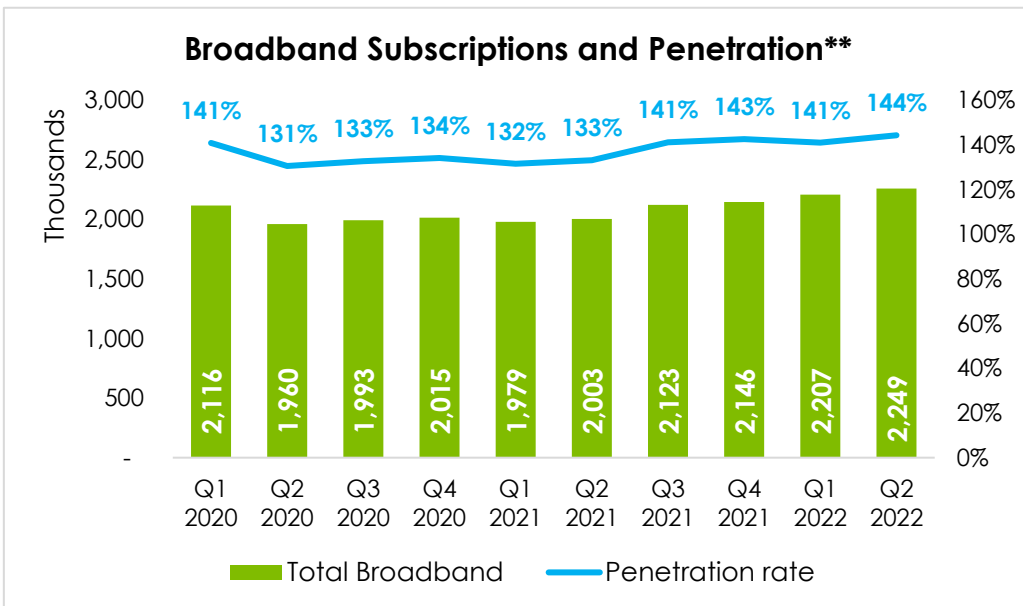
** Domestic outgoing traffic for OLOs revised from 2020 onwards.



Broadband services: Subscriptions* (1/2)



No. of broadband subscriptions (End of Q2 2022)
2,248,602
144% Penetration rate



*** Jump in Mobile home BB packages (including TDD/FDD LTE) is due to an operator reporting under this category as of 2021

**** As per IGA's latest figures available for number of households.



Mobile Broadband – Q2 2022



Proportion of broadband subscriptions by access type – Q2 2022

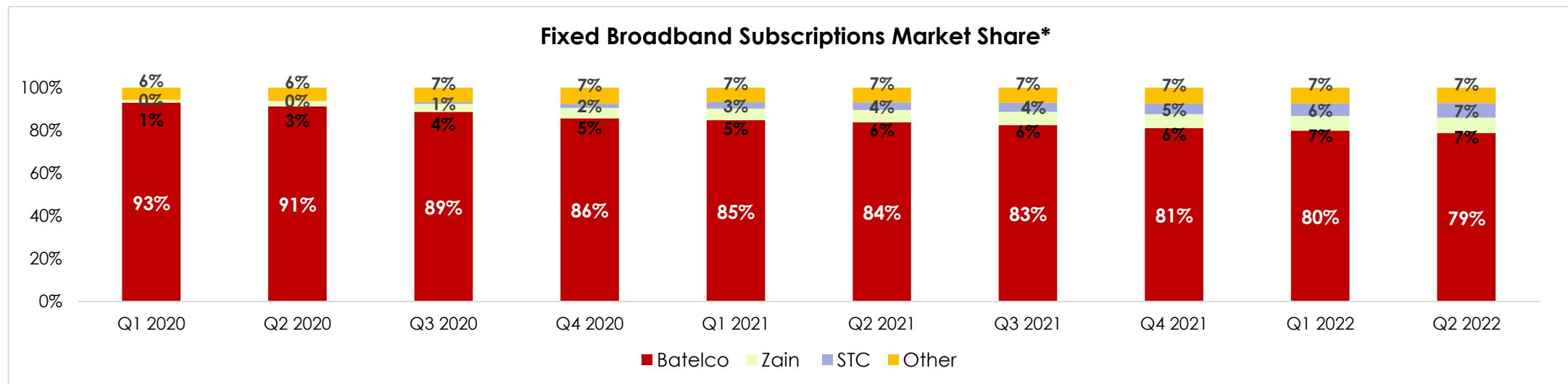


*Doesn't include M2M.

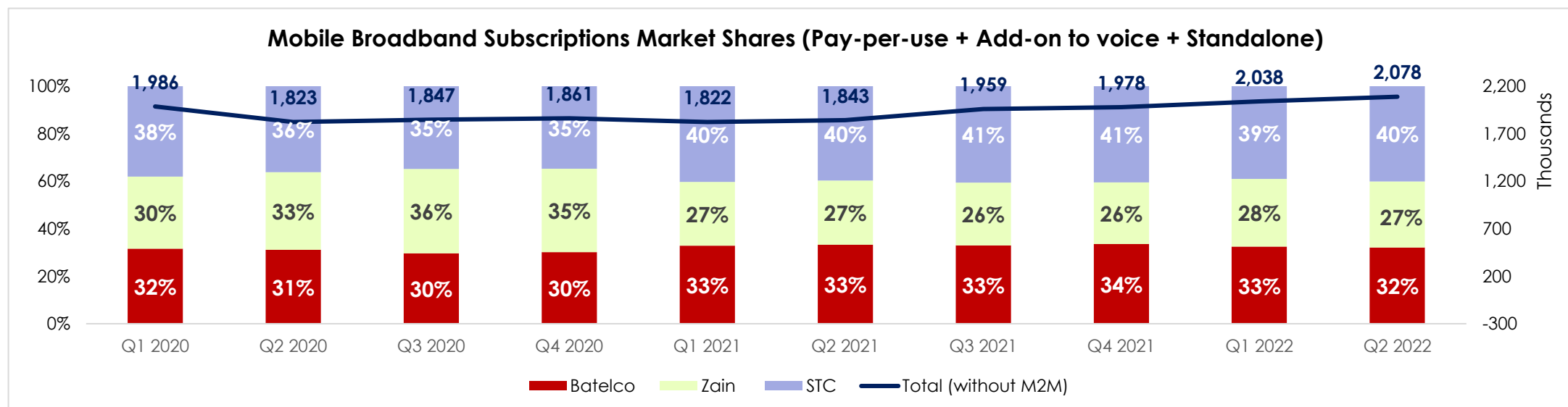
** Includes BTC, STC and Zain data only.

# of Households	2018	2019	2020	2021
By IGA	189,534	239,750	245,983	257,268

Broadband services: Subscriptions** (2/2)



*Fixed Broadband includes Fixed wired, Fixed wireless and Dedicated Internet Service (DIA).



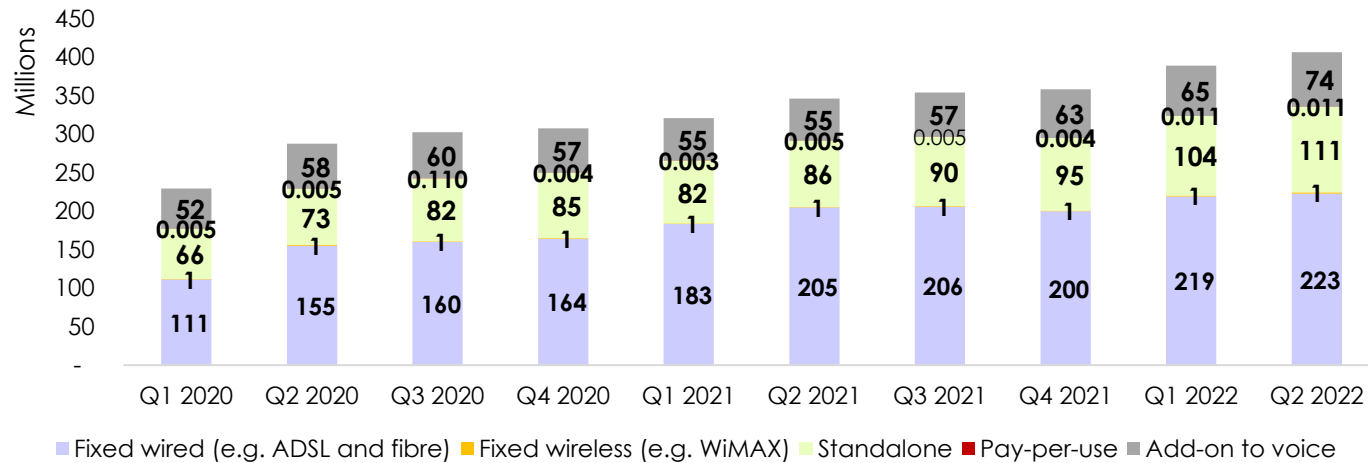
** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2

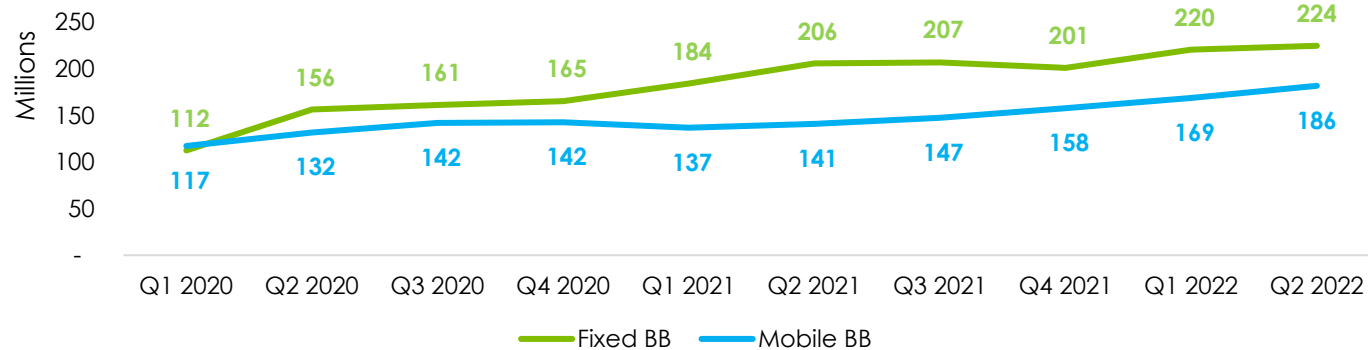


Total data traffic in Gigabyte

Traffic per technology



Quarterly data consumption (Petabyte)



Q2 2021

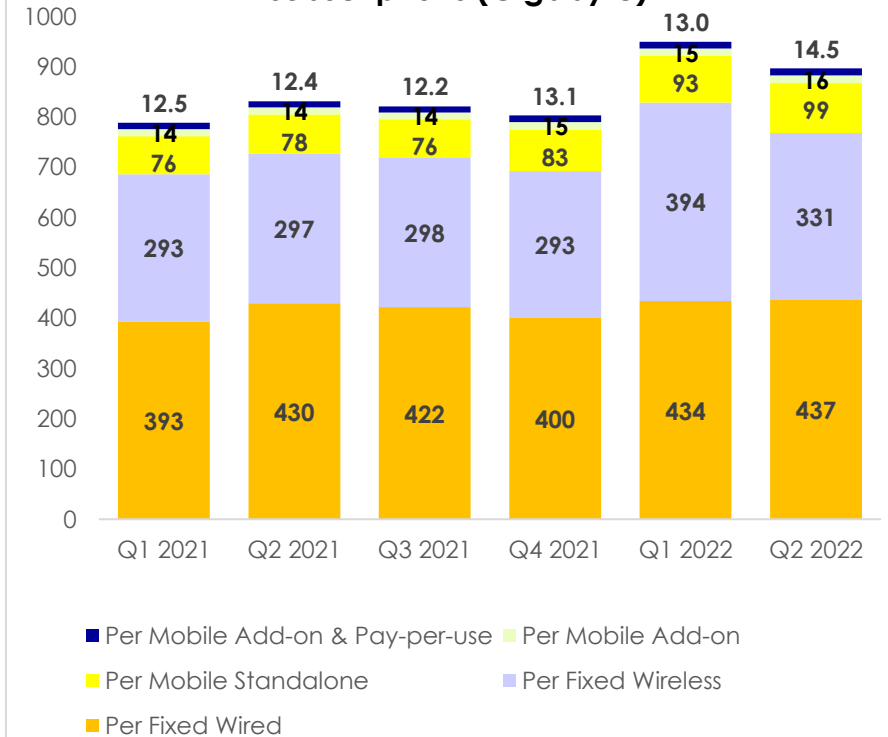
346,638,765

Q2 2022

409,135,655

18%

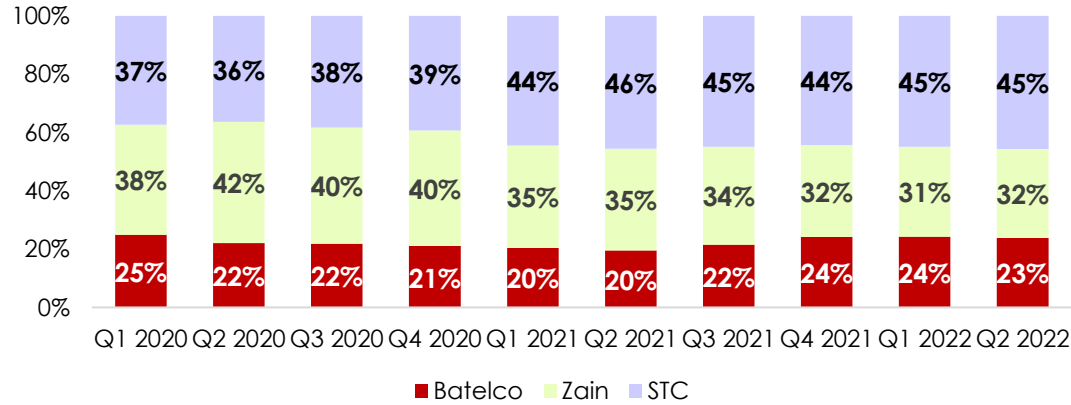
Monthly Average data consumption per subscriptions (Gigabyte)



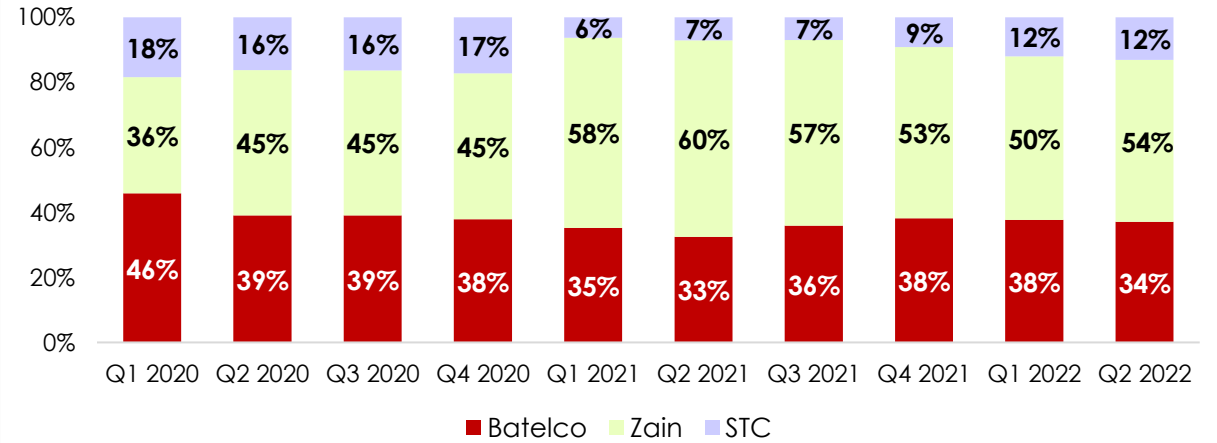
*Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

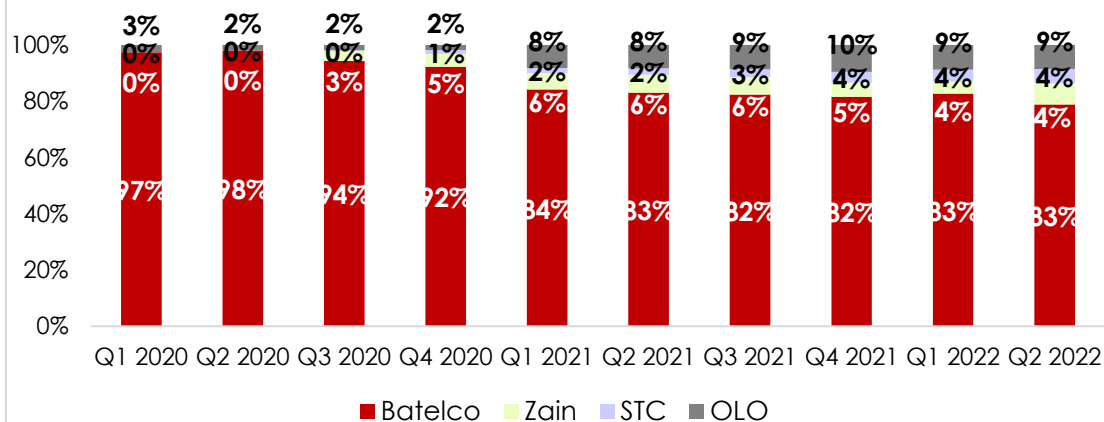
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)*



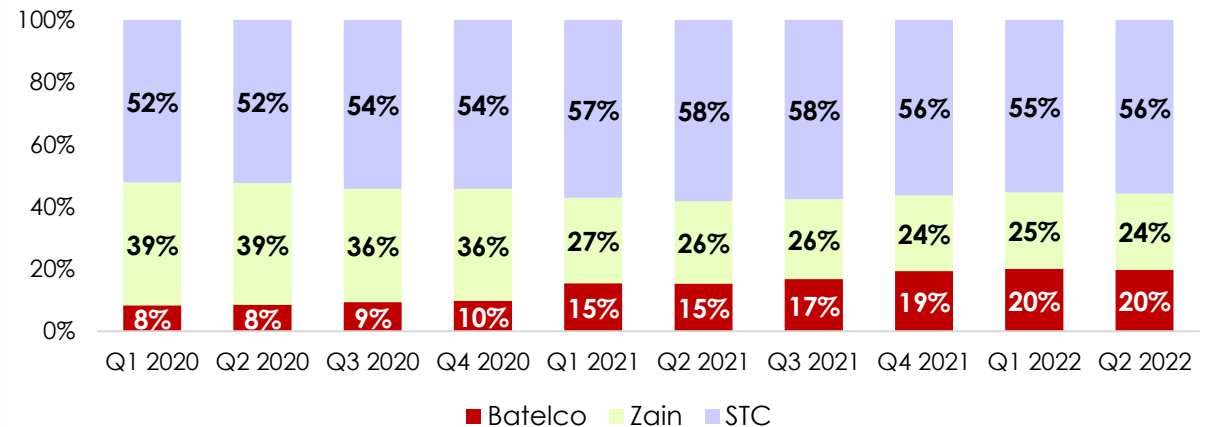
Mobile Broadband Traffic Market Share - Prepaid



Fixed Broadband Traffic Market Share**



Mobile Broadband Traffic Market Share - Postpaid

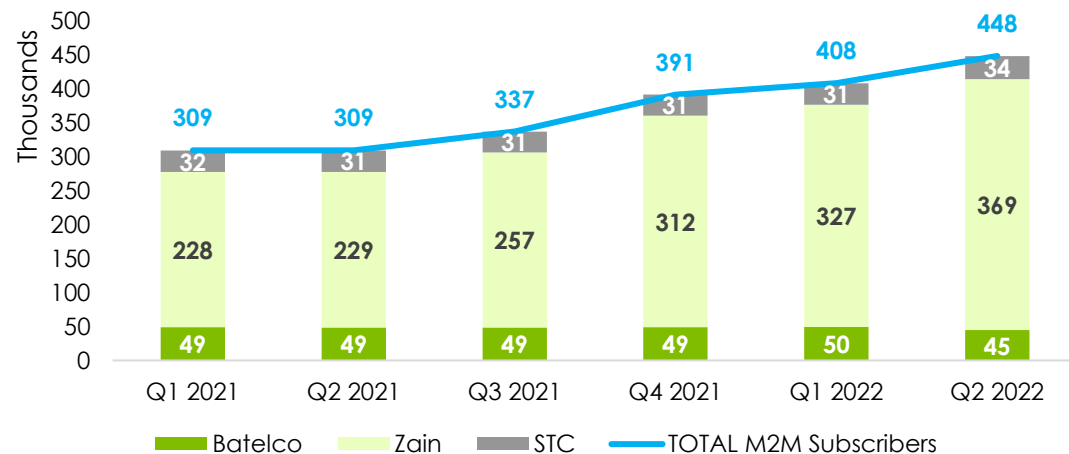


*An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

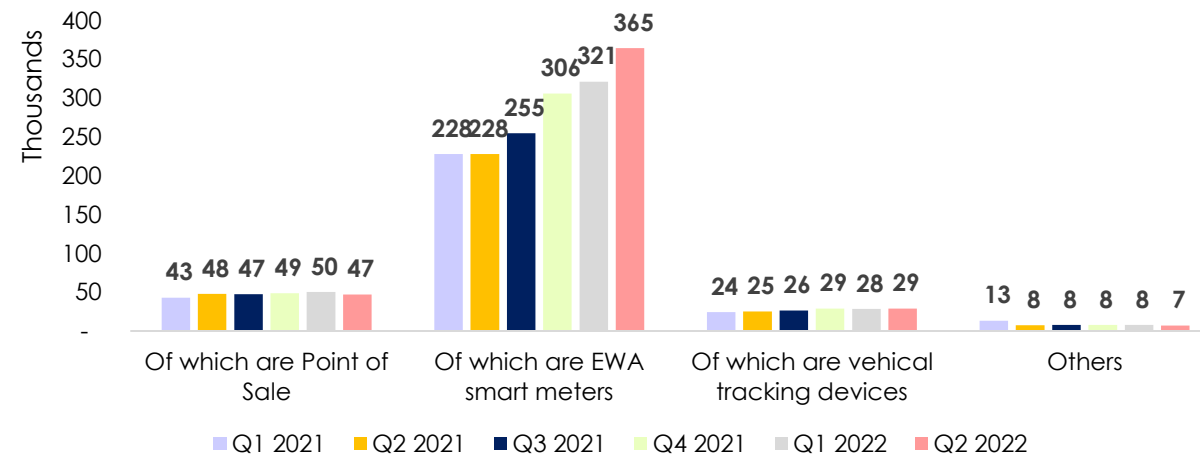
**Fixed wired data traffic was revised from June 2018.

M2M Subscribers & Traffic

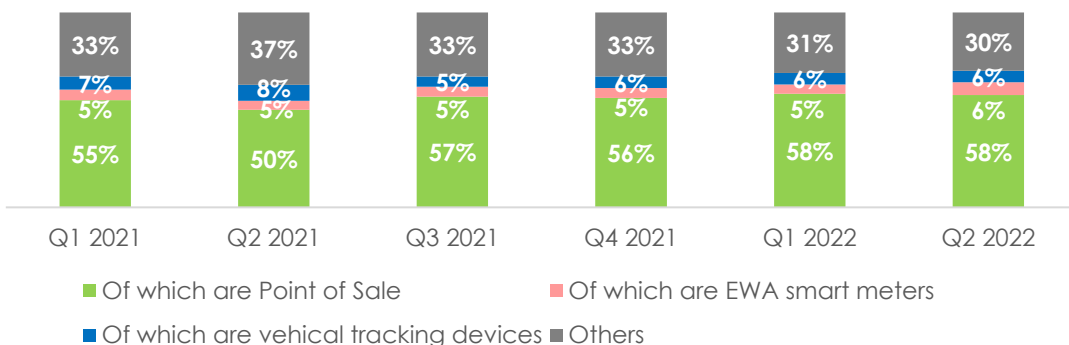
M2M Subscribers (Thousands)



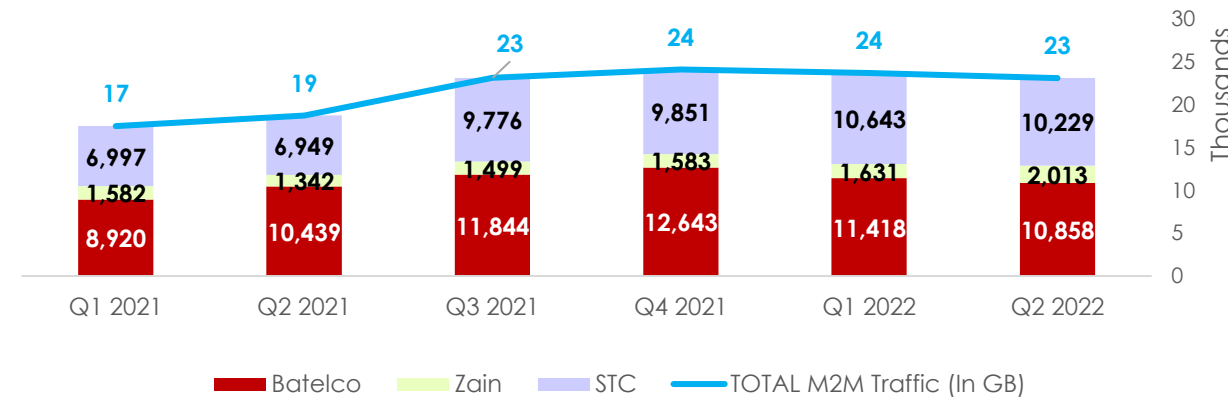
M2M Subscribers by type



M2M Traffic by Type (GB)



M2M Traffic



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 <u>residential</u> subscribers							Prepaid <u>non-residential</u> subscribers					
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	437,740	442,362	444,853	439,668	469,295	474,024	N/A	N/A	N/A	N/A	N/A	N/A
Zain	390,509	389,117	404,229	420,479	430,177	436,473	804	713	827	781	683	640
STC	398,234	391,205	423,750	445,247	449,568	470,630	N/A	N/A	N/A	N/A	N/A	N/A
Total	1,226,483	1,222,684	1,272,832	1,305,394	1,349,058	1,381,127	804	713	827	781	683	640

Postpaid <u>residential</u> subscribers							Postpaid <u>non-residential</u> subscribers					
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	183,364	186,031	189,909	204,950	215,136	218,599	37,562	38,109	39,074	39,148	39,738	39,675
Zain	84,140	85,858	87,084	90,967	98,189	104,227	26,530	26,641	27,188	27,600	27,359	27,253
STC	231,043	227,038	229,509	235,990	240,658	246,346	17,263	17,911	18,362	18,613	19,346	20,301
Total	473,475	475,646	506,502	531,907	553,983	569,172	81,355	82,661	84,624	85,361	86,443	87,229

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)						
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	134,100	134,998	135,194	134,688	133,444	131,406
Zain	9,398	10,143	10,472	10,901	12,770	11,879
STC	13,778	12,687	11,625	10,721	9,913	9,154
Fixed line subscriptions – PSTN & VoIP (non-residential)						
Batelco	58,945	57,863	57,965	58,022	57,338	57,744
Zain	414	477	584	815	983	1,177
STC	3,029	3,008	2,970	2,906	2,940	2,935
OLOs*	7,044	7,099	7,145	7,282	7,282	7,282
Total**	226,708	226,275	225,955	225,335	224,670	221,577

* Includes residential & non-residential

** Excluding ISDN

*** OLOs data for 2021 not yet finalized and is therefore subject to change.

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Basic-rate ISDN	650	623	669	653	645	641
Primary-rate ISDN	1,626	1,590	1,306	1,325	1,340	1,361
Total	2,276	2,213	1,975	1,978	1,985	2,002

Fixed Broadband subscriptions – raw data

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

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	129,595	131,118	132,389	133,143	132,533	131,819
Zain	8,393	9,164	9,507	9,982	10,646	11,154
STC	4,392	5,460	6,574	7,887	9,426	10,968

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

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	2,999	2,811	2,726	2,790	2,722	2,606
Zain	375	430	544	761	909	1,128
STC	298	312	375	545	614	675
OLOs (res+nonres)	10,543*	10,884	11,487	12,349	12,244	12,244
Total	156,383	159,801	163,602	167,457	169,163	170,594

*OLOs data for 2021 not yet finalized and is therefore subject to change.

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)						
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Batelco	281,504	291,284	314,086	323,213	311,651	315,778
Zain	343,899	351,095	371,245	364,031	416,749	395,770
STC	292,473	288,493	335,371	344,161	351,007	388,649
Mobile Broadband subscriptions – (Postpaid)						
Batelco	317,631	322,288	331,732	340,211	351,033	355,598
Zain	145,595	145,539	146,727	149,412	163,312	172,972
STC	441,088	444,157	460,316	457,393	444,536	449,241
Total**	1,822,190	1,842,856	1,959,477	1,978,421	2,038,288	2,078,008

*Refer to next slide for Mobile BB breakdown

**Excluding M2M

Breakdown of Mobile Broadband subscriptions – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q1 2021			Q2 2021			Q3 2021			Q4 2021			Q1 2022			Q2 2022		
	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC
Standalone	4,188	3,998	-	5,871	4,559	-	13,263	8,120	-	13,557	8,946	-	0*	7,449	16,274	0*	5,036	15,123
Add-on to voice	222,842	283,748	266,972	224,250	290,416	256,278	239,407	310,563	304,740	239,052	305,113	299,670	238,716	308,831	305,888	237,343	303,107	338,642
Pay-per-use	54,474	56,153	25,501	61,163	56,120	32,215	61,416	52,562	30,631	70,604	49,972	44,491	72,935	100,469	28,845	78,435	87,887	34,884

Mobile Broadband subscriptions – (Postpaid)

Standalone	96,705	53,073	201,809	98,148	51,899	207,252	102,749	51,272	220,404	96,113	49,863	213,135	96,159	56,308	196,988	97,324	60,111	196,773
Add-on to voice	208,131	92,260	238,410	211,404	93,359	236,064	216,584	95,175	238,944	242,238	99,301	243,375	253,027	106,765	246,857	256,421	112,601	251,913
Pay-per-use	12,795	262	869	12,736	281	841	12,399	280	968	1,860	248	883	1,847	239	691	1,853	260	555
Total	599,135	489,494	733,561	613,572	496,634	732,650	645,818	517,972	795,687	663,424	513,443	801,554	662,684	580,061	795,543	671,376	568,742	837,890

*Decrease is due to Batelco's recent package optimization exercise.