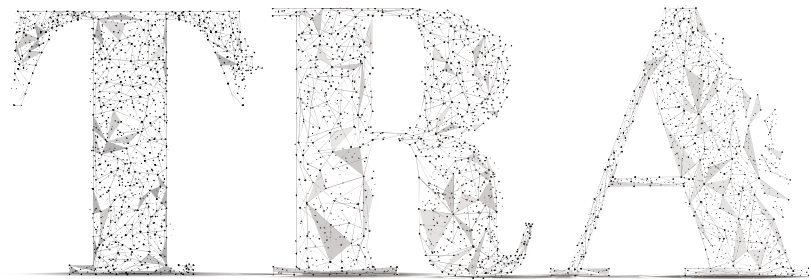




Quarterly Market Indicators

Q1 2018



TRA



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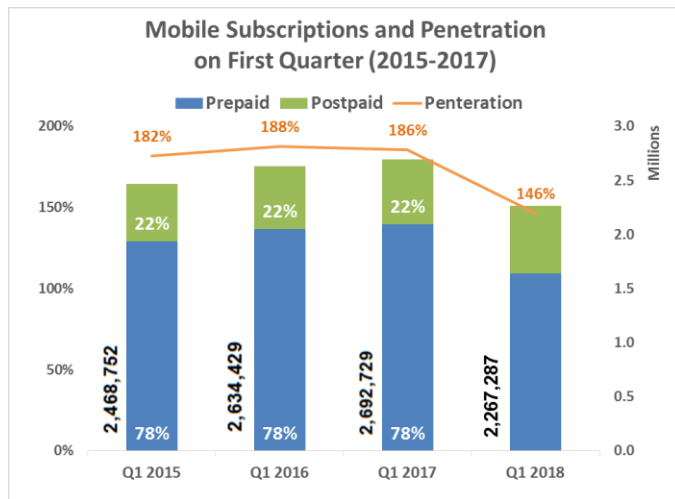
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Mobile services: Subscriptions

- By the end of Q1 2018, 2.27 million mobile subscriptions were reported; which is a 4% decrease from the end 2017 and a 16% decrease compared to the end of Q1 2017.
- Mobile penetration rate was 146% by the end of Q1 2018, that decrease attributed to the increase in population during 2018 and the 4% decrease in number of mobile subscriptions comparing to the end of 2017.
- By the end of Q1 2018, 74% of total mobile subscriptions were prepaid mobile subscriptions a decrease of 5%.
- 3,018 mobile numbers were successfully ported during Q1 2018, an 66% decrease compared to Q1 2017.



	2015	2016	2017	2018
* Population is based on CIO mid-year estimation	1,359,800	1,404,900	1,451,200	1,549,000

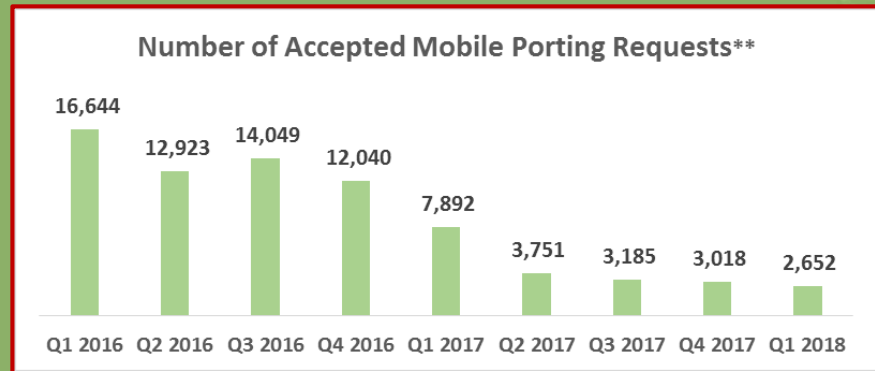
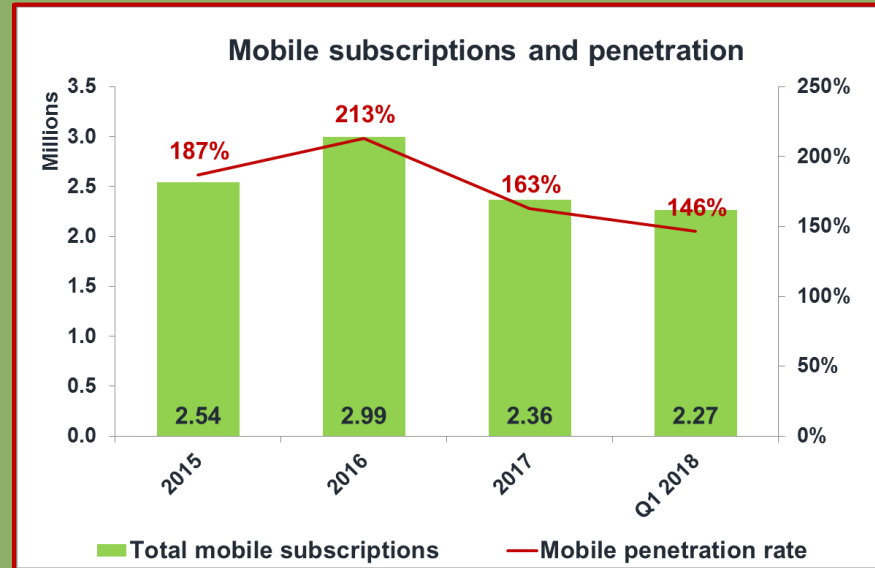
** Revised the number of accepted mobile porting requests for Q4 2017

Number of Mobile subscriptions



End of Q1 2018
2.27million
146% Penetration rate

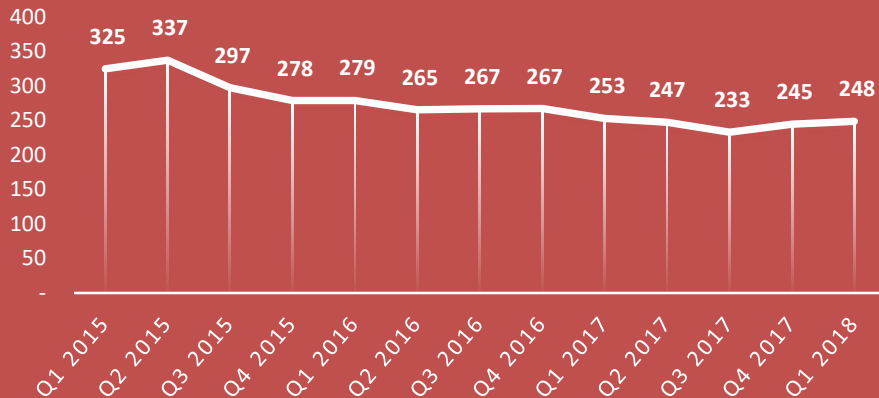
	2015	2016	2017	Q1 2018
Total	2,54 m	2.99 m	2.36 m	2.27 m
% of Prepaid	78%	81%	72%	74%
% of Postpaid	22%	19%	28%	26%



Mobile services: Traffic (Minutes)

- In Q1 2018, the total outgoing mobile minutes decreased by 19% compared to Q1 2017.
- The Total domestic outgoing mobile traffic decreased by 12% (176 million minutes) in Q1 2018 compared to Q1 2017, whereas the total international mobile outgoing voice traffic decreased by 31% (220 million minutes).
- Prepaid voice traffic continued to account for the majority of outgoing domestic mobile calls and represents 55% of total domestic mobile voice traffic in Q1 2018.
- In Q1 2018, the monthly average minute per user reached 248 minutes compared to 253 in Q1 2017.

AVERAGE MONTHLY MINUTES PER USER
(DOMESTIC-INTERNATIONAL)



Total Outgoing Traffic in Minutes (Domestic + International)

△ (18%)



Q1 2017*

2,112,354,536

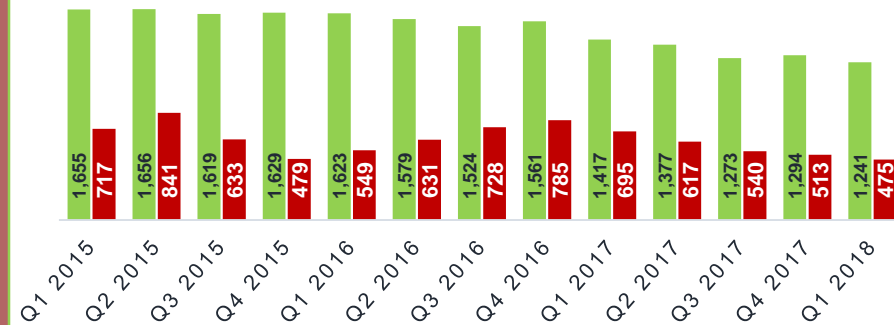
*revised in 2018

Q1 2018

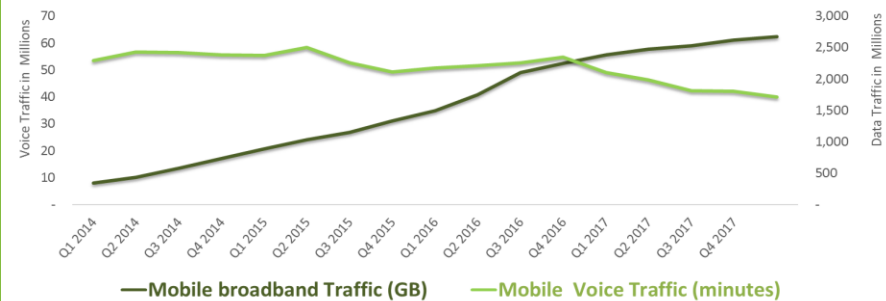
1,715,996,379

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

■ Domestic ■ International

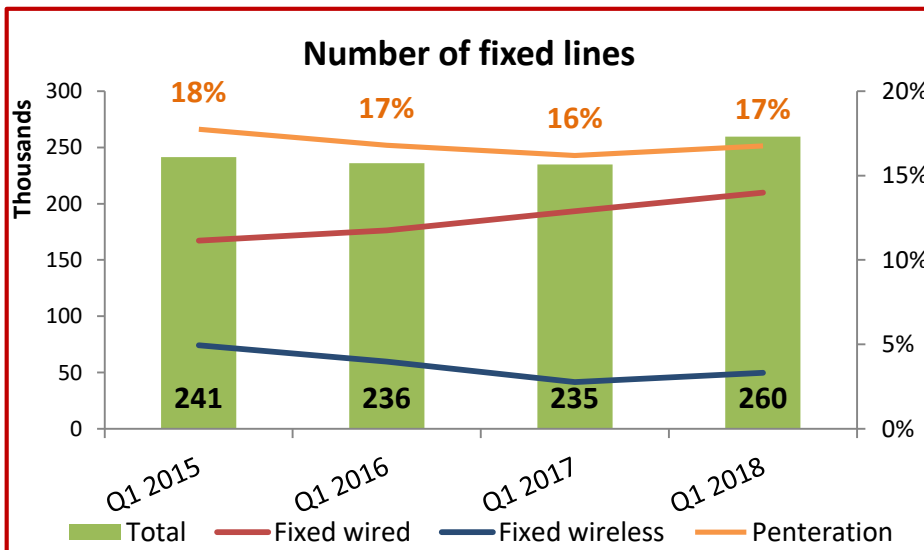


Mobile Voice Traffic Vs Mobile Broadband Data Traffic



Fixed telephony services: Subscriptions (PSTN & Wireless)

- In Q1 2018, the number of fixed telephony subscriptions increased by almost 2% (259,668 up from 254,473 on Q4 2017).
- The fixed-wired telephony services continue to increase as it has recorded an increase of 16,492 subscription from end of Q1 2017 to end of Q1 2018, compared to increase of 8,295 of fixed wireless subscriptions over the same period.
- The majority of fixed line porting requests are received from businesses, as they tend to port all of their fixed lines from an operator to another, which explains the high discrepancy between each quarter.



* The number of OLO's subscriptions are estimated for 2017 and 2018.

Number of fixed telephony subscriptions

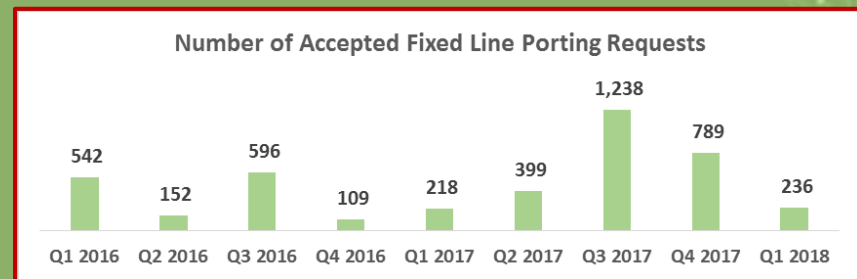
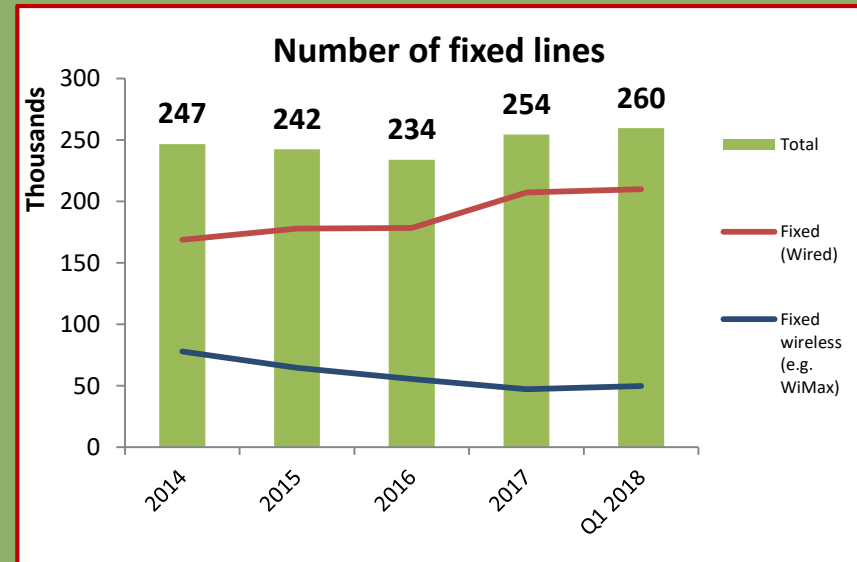


End of Q1 2018

259,668

17% Penetration rate

	2015	2016	2017	Q1 2018
Total	242,439	233,917	254,473	259,668
% of Fixed Wired	73%	76%	80%	81%
% of Fixed Wireless	27%	24%	20%	19%



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

- The Total fixed telephony domestic outgoing voice traffic continued to decline in Q1 2018, as it has declined by 16% between Q1 2018 and Q1 2017, and by 4% compared to Q4 2017.
- The monthly average outgoing minutes per subscription decreased to 118 minutes in Q1 2018 compared to 153 minutes in Q1 2017.

Total fixed domestic outgoing traffic in minutes

△ (16%)



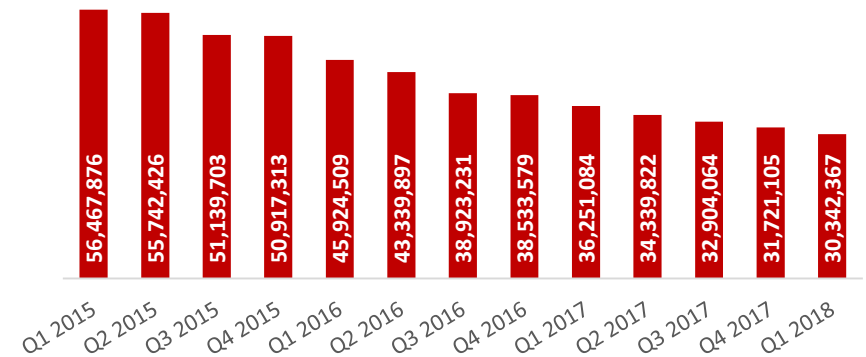
Q1 2017

36,251,084

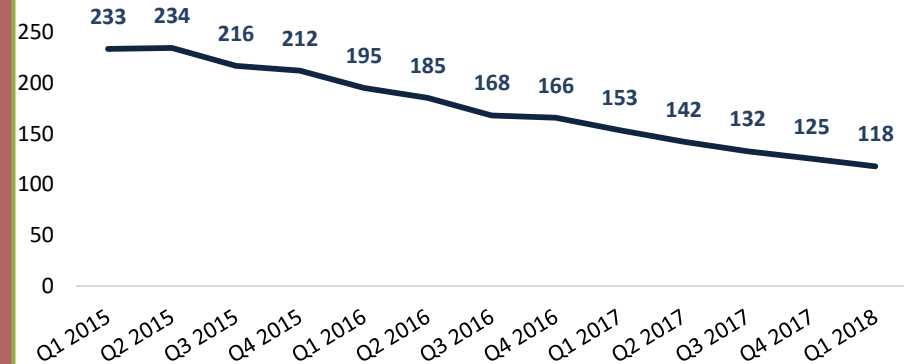
Q1 2018

30,342,367

Fixed Line Total Domestic Outgoing Traffic (Minutes)



Average Outgoing Domestic Minutes Per Subscription



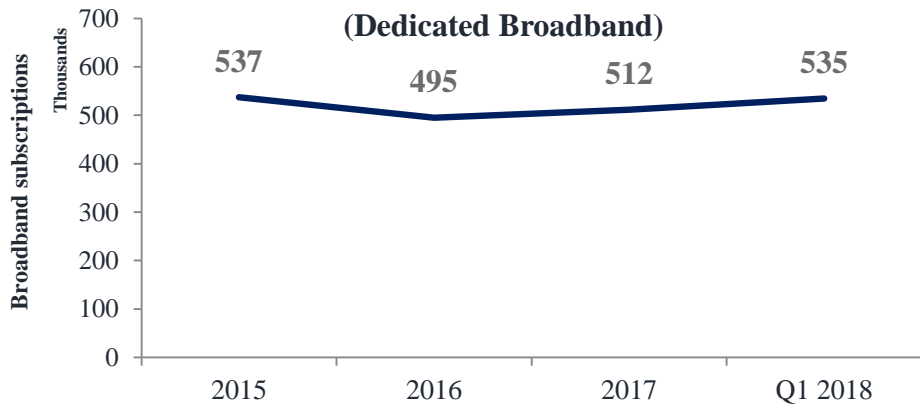
* The OLO's traffic (minutes usage) is estimated for 2017

** The OLO's traffic was revised from Q4 2014 to Q4 2016

Broadband services: Subscriptions

- At the end of Q1 2018, there were about 2.34 million broadband subscriptions, a decrease of 1.3% compared to Q4 2017.
- Broadband penetration reached 152% at the end of Q1 2018.
- The main drive for the decline is the decrease in the number of subscribers due to the changes in the offers by the operators.
- Add-on broadband to voice and pay-per-use mobile broadband represent 84% of mobile broadband subscriptions at the end of Q1 2018.

Broadband services subscriptions from a fixed location (Dedicated Broadband)



Number of broadband subscriptions

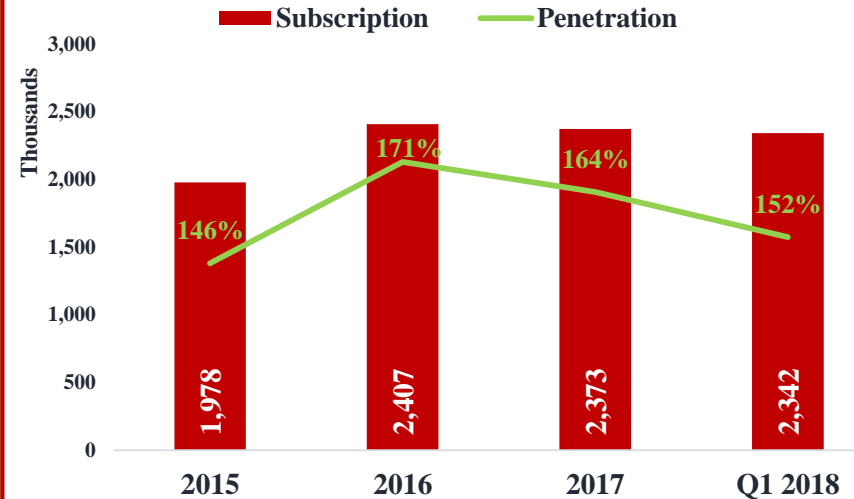


End of Q1 2018

2,341,533

152% Penetration rate

Broadband Subscriptions and Penetration



Mobile Broadband – Q1 2018



Pay-per-use
21%

Standalone
16%

Add-on to voice
63%

Proportion of broadband subscriptions by access type – Q1 2018



9%

91%

■ Fixed broadband (wired+wireless)

■ Mobile broadband

Broadband services: Data Traffic

- Data traffic increased from 95.7 million GB in Q1 2017 to 129.7 million GB in Q1 2018, a 35% increase.
- Mobile broadband traffic has increased by 8.7 PB, an increase of 16% from Q1 2017 to Q1 2018, while the fixed broadband traffic has increased by almost 25 PB, a 59% increase over the same period.
- In Q1 2018 fixed broadband data traffic continued to exceed the mobile data traffic for as the rate of growth in fixed broadband data traffic is higher than mobile broadband data traffic.
- The monthly average mobile broadband traffic per mobile subscription is 10 GB compared to the monthly average fixed broadband traffic per fixed subscription, which is 113 GB.
- Overall, the monthly average traffic per user is 18 GB in Q1 2018 compared to 13 GB in Q1 2017.

* The OLO's traffic (data usage) is estimated for 2017 and 2018
 ** Revised Q1 2017 mobile data traffic from 97.5 PB to 95.5 PB

Total data traffic in Gigabyte

Q1 2017

95,719,133

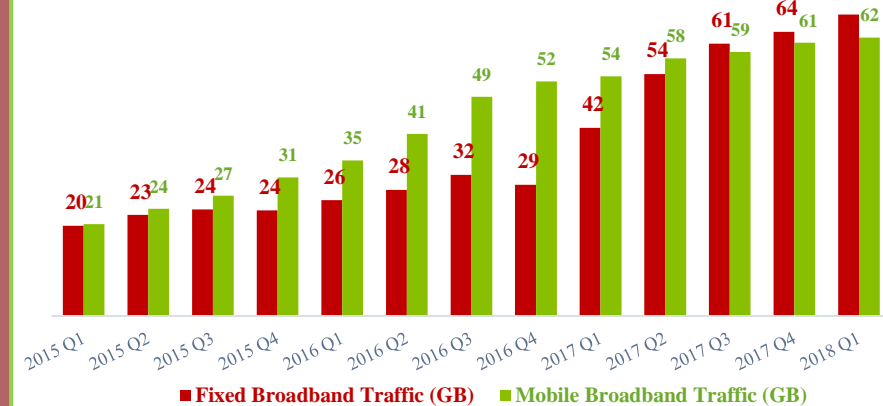
Q1 2018

129,734,183

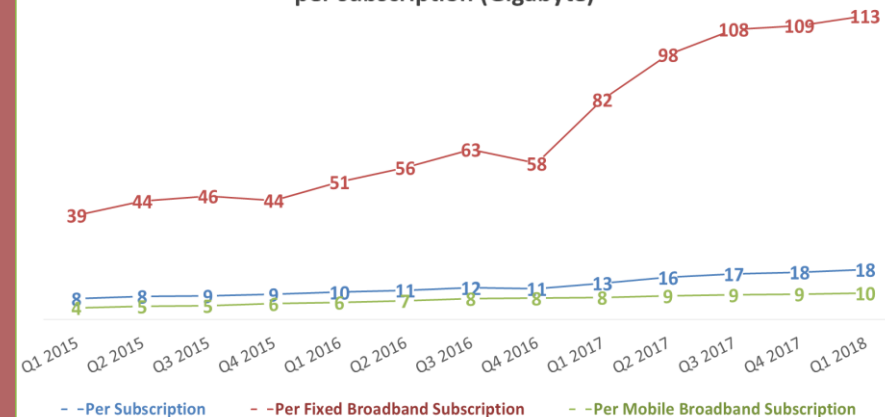
△ 35%



Quarterly data consumption (Petabyte)



Monthly Average data consumption per subscription (Gigabyte)



Definitions

Indicator	Definition
Fixed-telephone subscriptions	Fixed-telephone subscriptions refers to the sum of active number of analogue fixed-telephone lines, voice-over-IP (VoIP) subscriptions, fixed wireless local loop (WLL) subscriptions.
Prepaid mobile subscribers	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 subscribers	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	<p>Active mobile-broadband subscriptions refers to the sum of standard mobile-broadband and dedicated mobile broadband subscriptions to the public Internet. It covers actual subscribers, not potential subscribers, even though the latter may have broadband enabled-handsets. The indicator can be further broken down into:</p> <p>Standard mobile-broadband subscriptions (ITU code i271mb_active): Refers to active mobile-cellular subscriptions with an advertised data speed of 256 kbit/s or greater that allow access to the greater Internet via HTTP and have been used to make a data connection using Internet protocol (IP) in the previous three months. Standard SMS and MMS messaging do not count as active Internet data connections, even if they are delivered via IP. This includes mobile subscriptions that use mobile-broadband services on a pay-per-use basis. It excludes mobile subscriptions with a separate monthly data plan for mobile-broadband access (see Indicator 25b, Dedicated mobile broadband subscriptions).</p> <p>Dedicated mobile-broadband subscriptions (ITU code i271md): Refers to subscriptions to dedicated data services (over a mobile network) that allow access to the greater Internet and that are purchased separately from voice services, either as a standalone service (e.g. using a data card such as a USB modem/dongle) or as an add-on data package to voice services that requires an additional subscription. All dedicated mobile-broadband subscriptions with recurring subscription fees are included as 'active data subscriptions' regardless of actual use. Prepaid mobile-broadband plans require use in the last three months if there is no monthly subscription. This indicator could also include mobile WiMAX subscriptions.</p>

The background is a vibrant green color. It is decorated with an abstract pattern of white lines and dots, resembling a network or a constellation. The lines connect various points, some of which are larger dots, creating a sense of movement and connectivity. The pattern is most dense in the top-left and bottom-left corners, and more sparse in the center and right side.

Thank you