



Quarterly Market Indicators

Q4 2021

Disclaimer		Fixed line telephony services		M2M Subscribers & Traffic		Annex A
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	Mobile services		Broadband services		Definitions	

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Main Market Indicators for Q4 2021



Mobile subscribers:
1,923,443

Penetration:
128%

Average Int. & Domestic
minutes per **month** per
mobile subscription:
204

Average data usage
per mobile broadband
subscription*:
13.2 GB



Mobile Prepaid
subscriptions:
1,306,175

% of Prepaid of Mobile
Market subscriptions:
68%



Mobile Postpaid
subscriptions:
617,268

% of Postpaid of Mobile
Market subscriptions:
32%



Fixed-telephony
subscriptions:
225,685

Penetration:
15%

Domestic **monthly**
average minutes per
line:
75



Fixed Wired Telephony
subscriptions:
93%

Fixed Wireless
Telephony
subscriptions:
7%



International Outgoing
Minutes (Mobile):
254,121,343

International Outgoing
Minutes (Fixed telephony):
1,937,442



Mobile
Broadband
subscriptions:
1,978,421

Mobile
Broadband
penetration
rate:
131.5%

Fixed Broadband
subscriptions:
162,842

Fixed
Broadband
penetration
rate:
10.8%



Total Data Usage:
341 Petabyte

Avg. Traffic per
broadband
subscription per
month:
53 GB

Fixed Broadband
Traffic:
184 Petabyte

Avg. Fixed
Broadband Traffic
per month:
377 GB

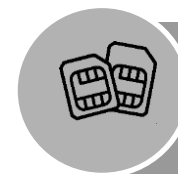
Mobile
Broadband
Traffic**:
157 Petabyte

Avg. Mobile
Broadband Traffic
per month**:
26 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)

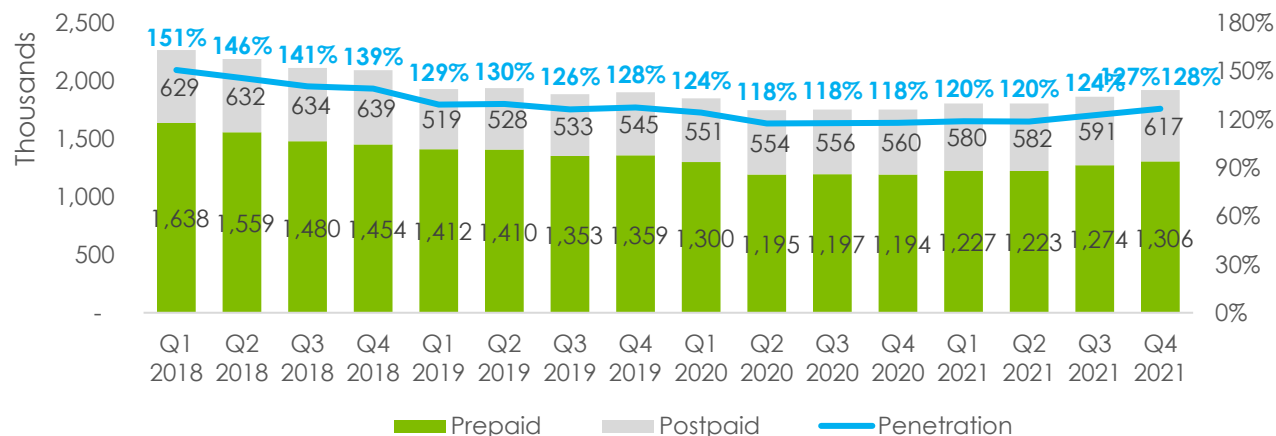


Number of Mobile subscriptions (End of Q4 2021)

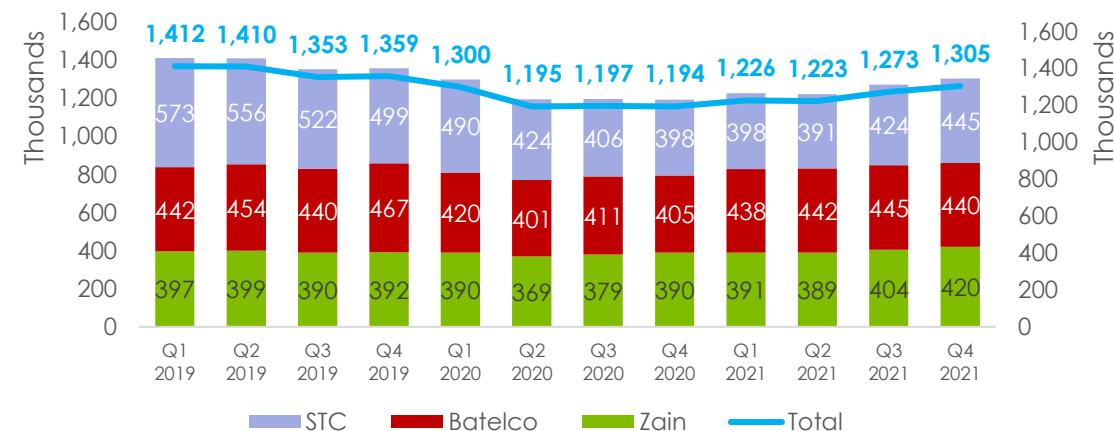
1,923,443 Subscriptions

128% Penetration rate

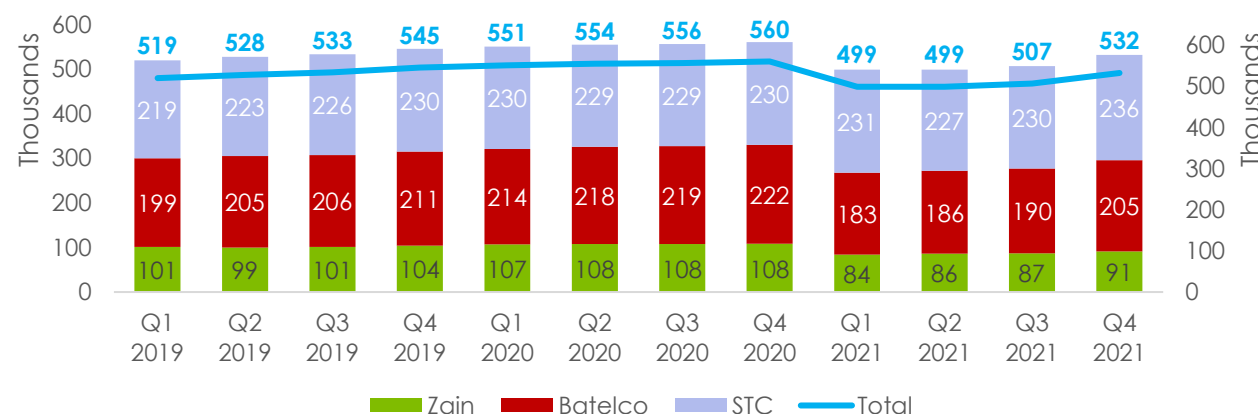
Number of mobile subscriptions & penetration



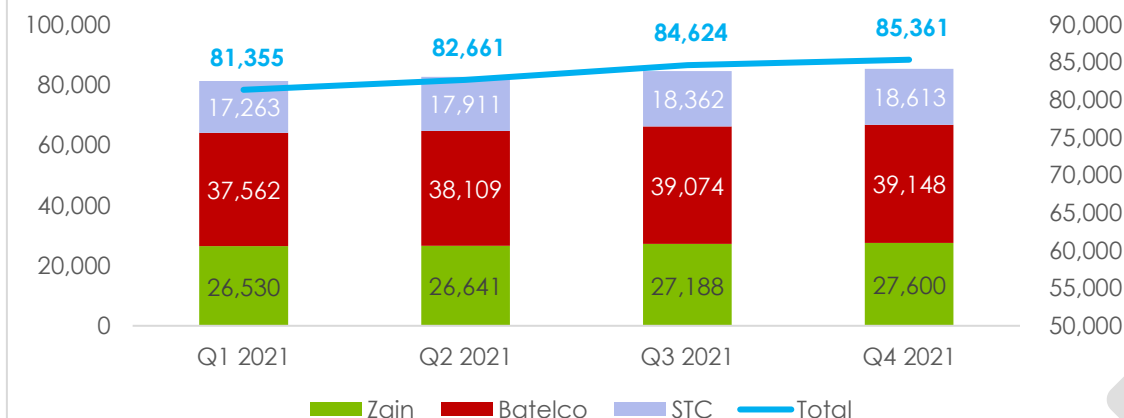
Prepaid subscribers – Residential**



Postpaid subscribers – Residential***



Postpaid subscribers - Non Residential***



* Source: IGA.

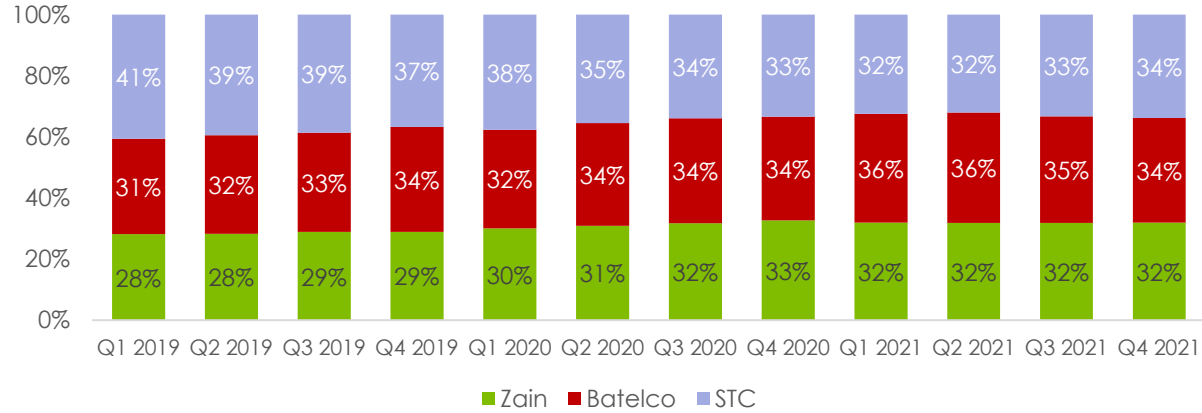
** Data for Prepaid Non-residential subscribers not yet available.

*** Increase in postpaid subscribers is due to an operator adjusting its reporting to match the correct market definition.

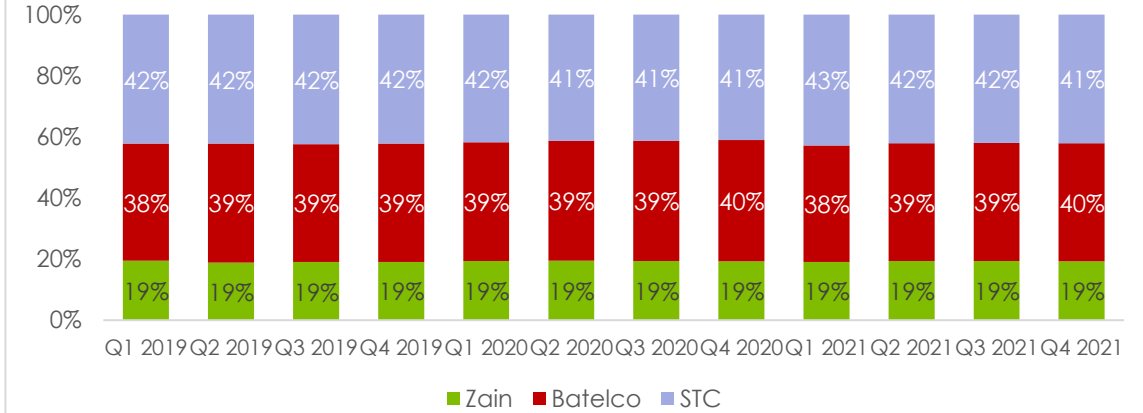
Population	2017	2018	2019	2020	2021*
By IGA	1,501,116	1,503,091	1,484,756	1,501,091	1,504,365

Mobile services: Subscriptions (2/2)

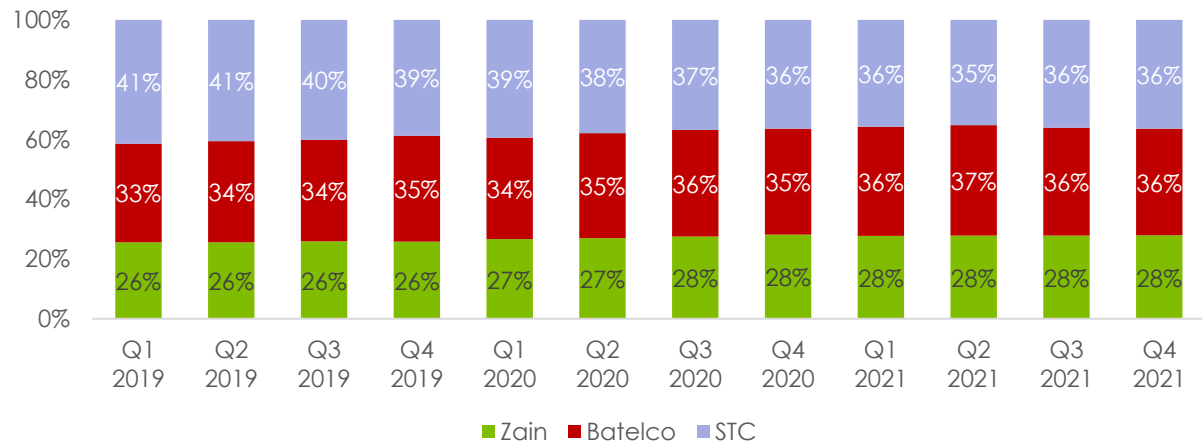
Prepaid Market Share %



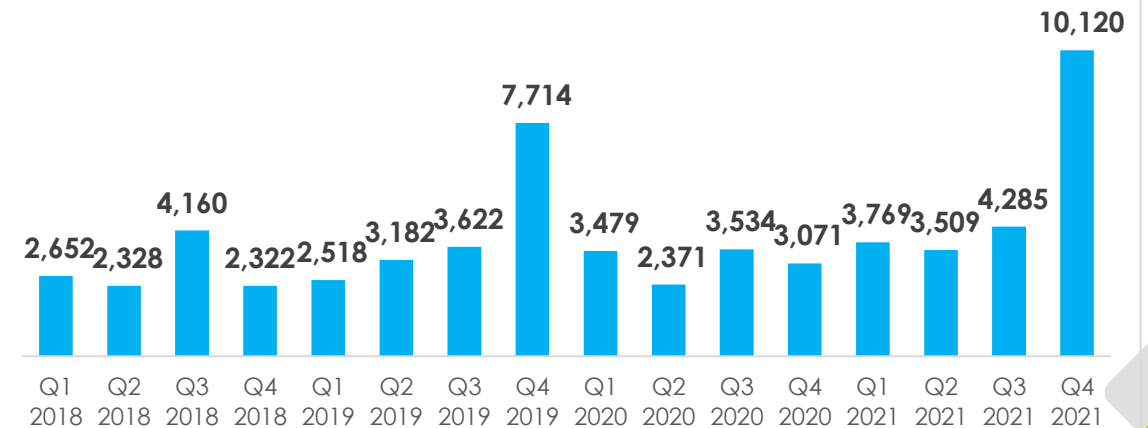
Postpaid Market Share %



Total Mobile Market share



Number of Accepted Mobile Porting Requests

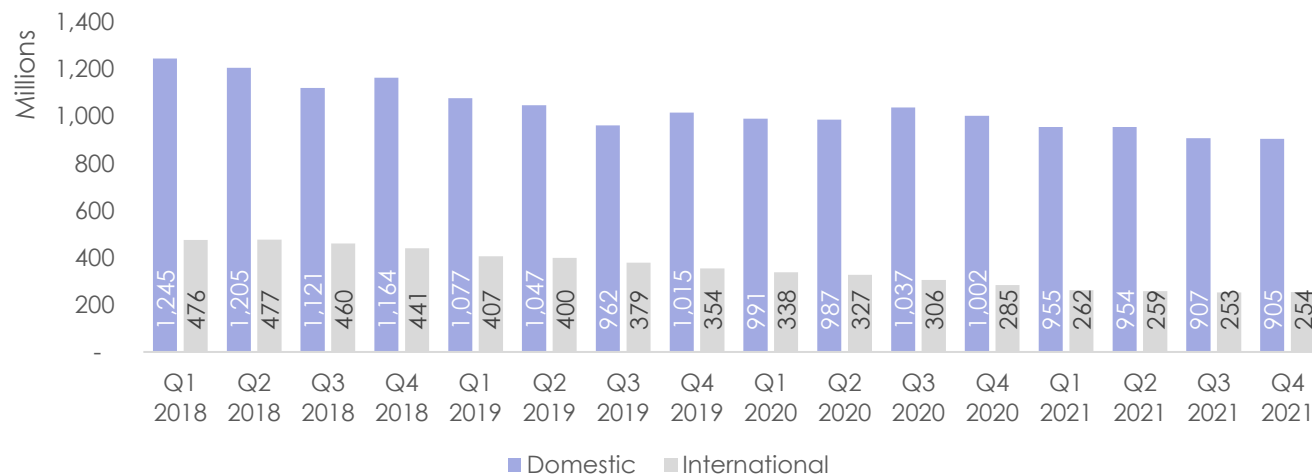


Mobile services: Traffic (Minutes) (1/2)

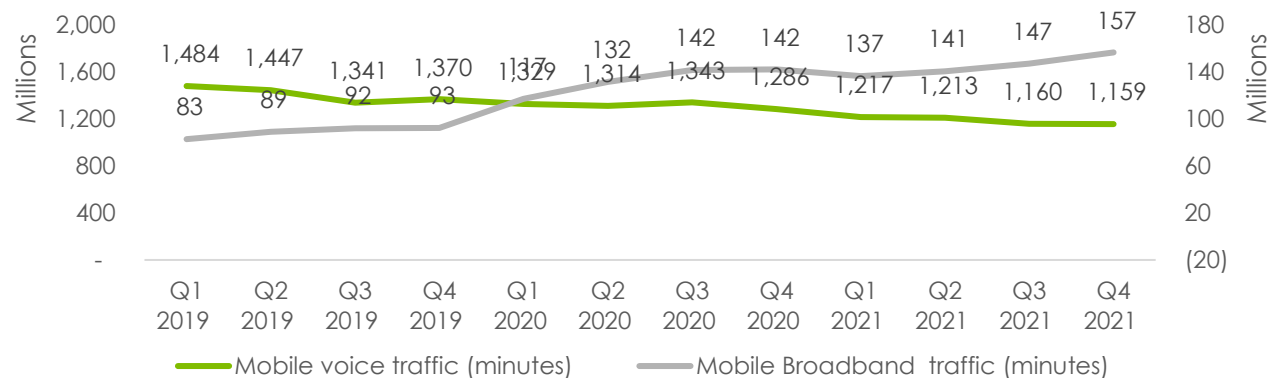


Total Outgoing Traffic in Minutes
(Domestic + International)*

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



Mobile Voice traffic VS Mobile Broadband data traffic



Q4 2020

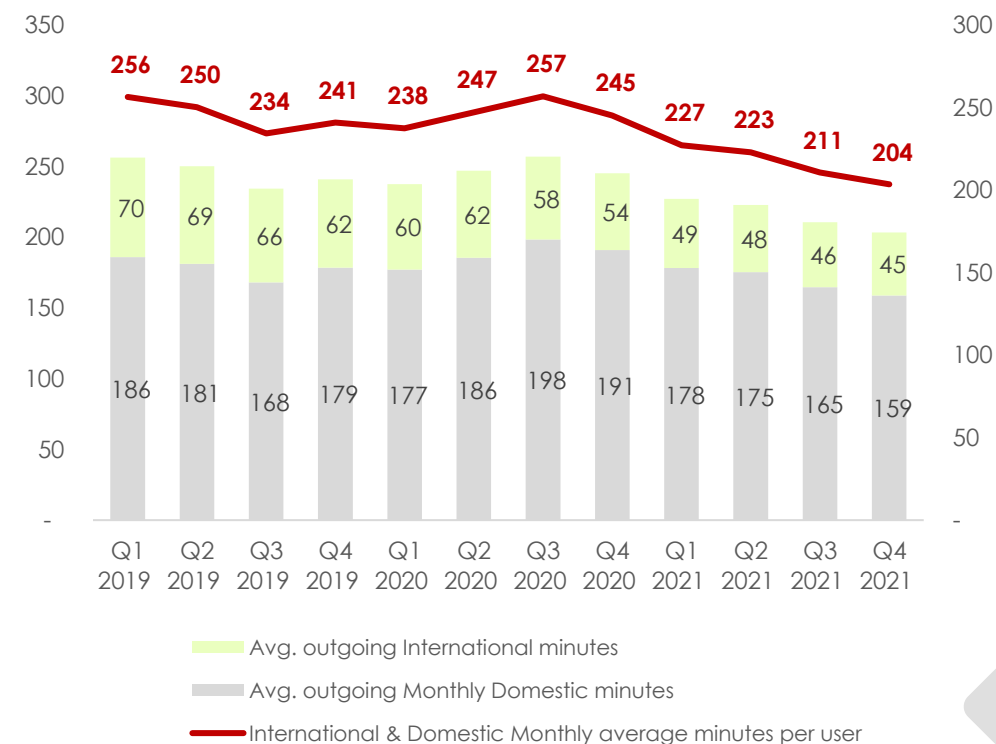
1,286,268,934

Q4 2021

1,159,196,947

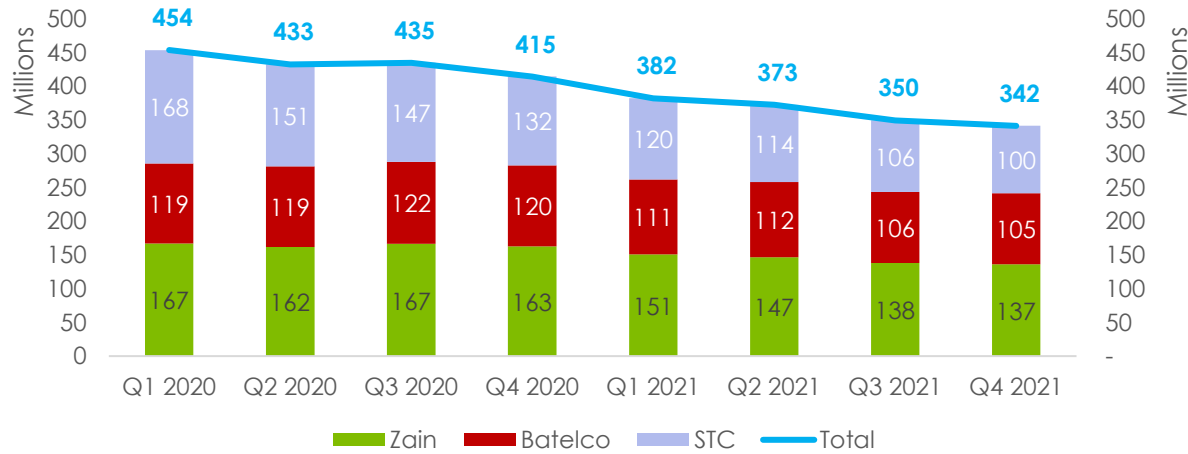
▼
10%

Average Monthly Minutes per User

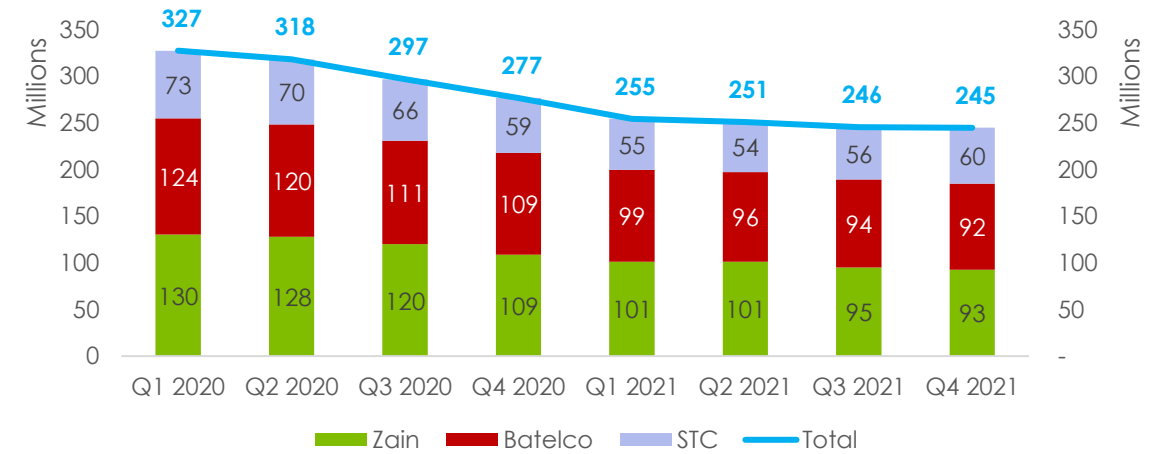


Mobile services: Traffic* (Minutes) (2/2)

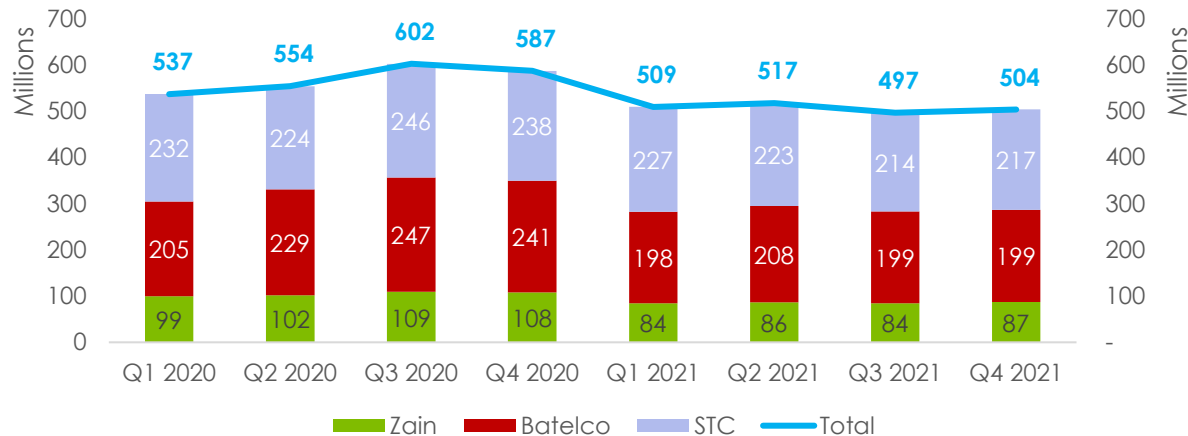
Prepaid Domestic Outgoing traffic (minutes) - residential



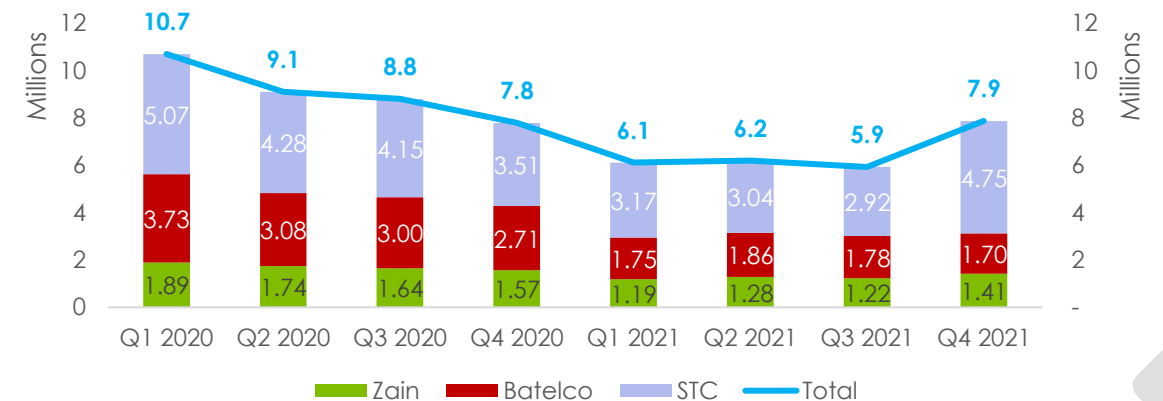
Prepaid International Outgoing traffic (minutes) - residential



Postpaid Domestic Outgoing traffic (minutes) - residential



Postpaid International Outgoing traffic (minutes) - residential*



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

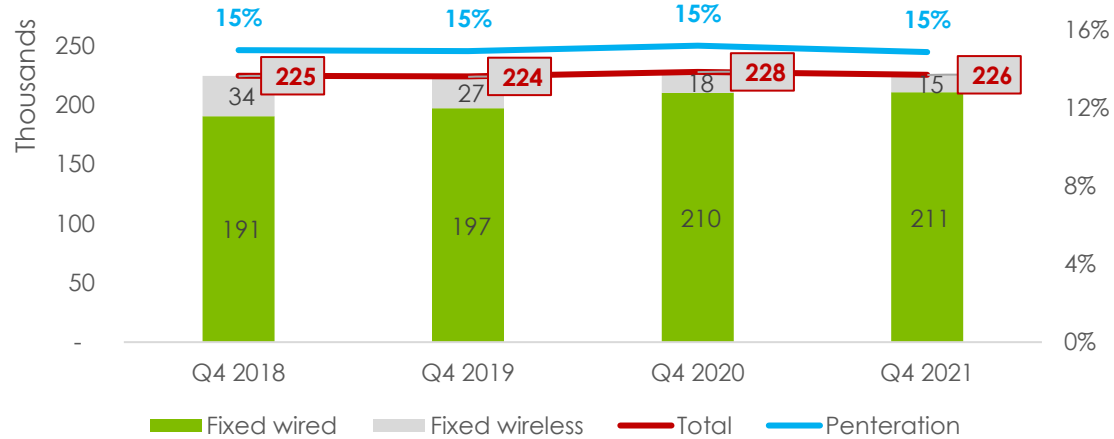
** Increase is due to an operator launching new postpaid plan offering International minutes.

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



No. of fixed telephony subscriptions

Number of Fixed Lines



End of Q4 2020

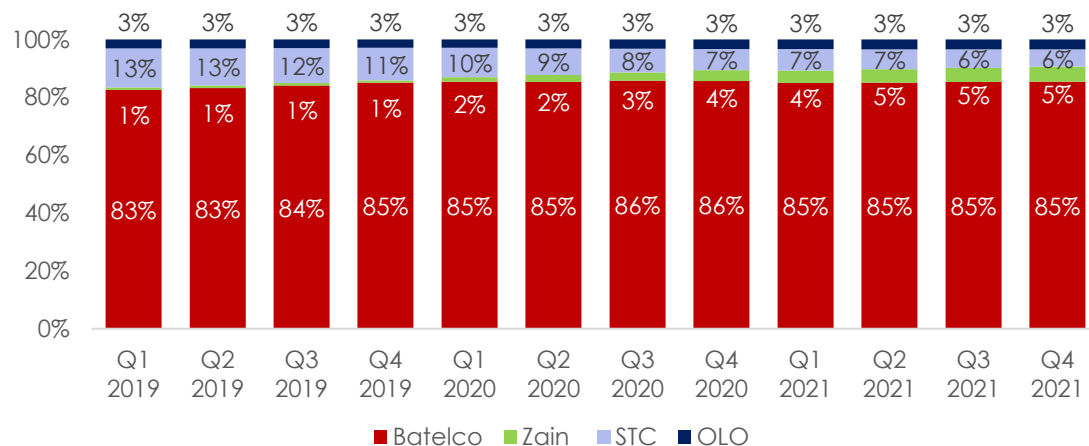
228,121
15% Penetration rate

End of Q4 2021

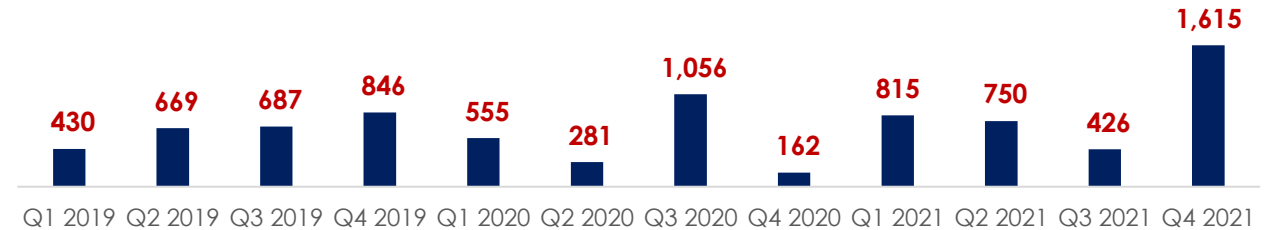
225,685
15% Penetration rate

	2018	2019	2020	Q4 2021
Total Fixed Lines (Ex. ISDN)	225,797	224,962	227,789	225,685
% of Fixed Wired	85%	88%	92%	93%
% of Fixed Wireless	15%	12%	8%	7%

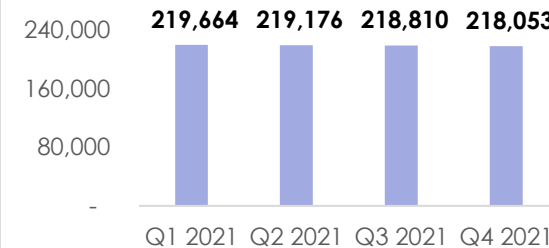
Fixed line Services Market Share



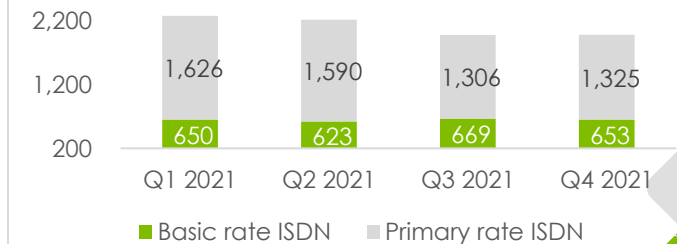
Number of Accepted Fixed Line Porting Requests



Total VoIP Subscriptions



Total ISDN



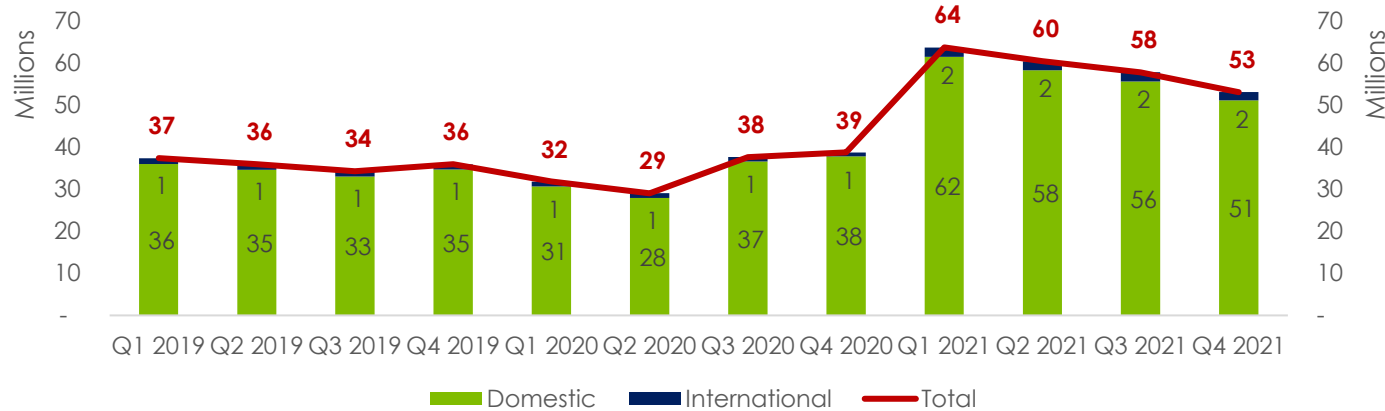
*Includes VoIP as of 2021 but excludes ISDN.

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

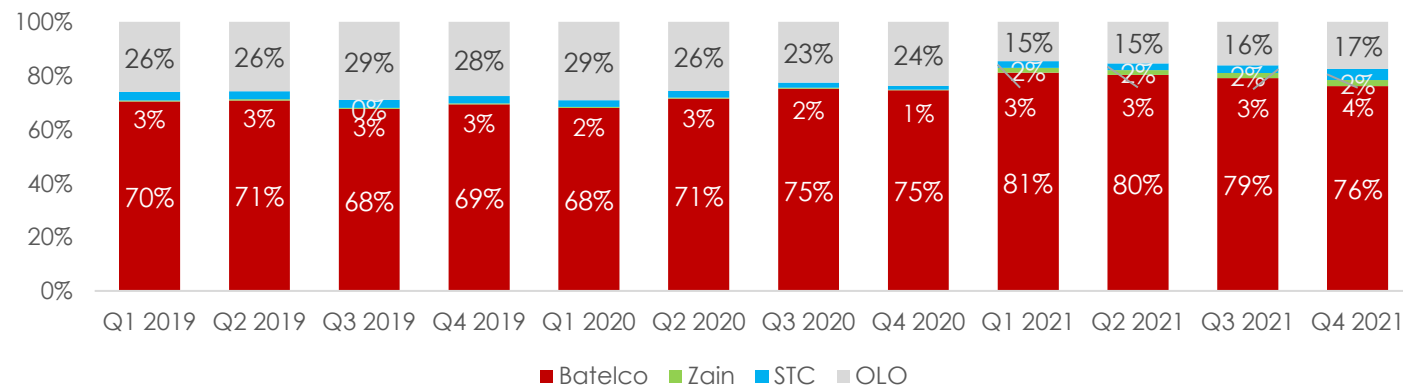


Total fixed domestic outgoing
traffic in minutes**

Fixed line Domestic & International Outgoing traffic



Fixed line Domestic market share by operators



* Includes VoIP and ISDN traffic.

Q3 2021

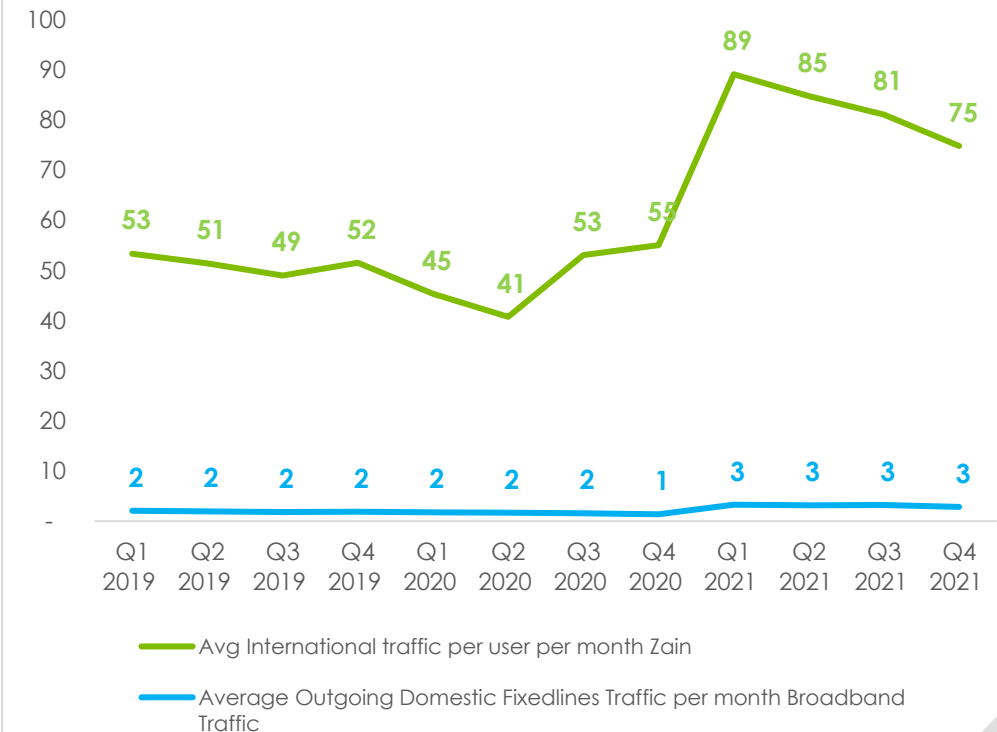
57,842,622

Q4 2021

53,120,898

8%

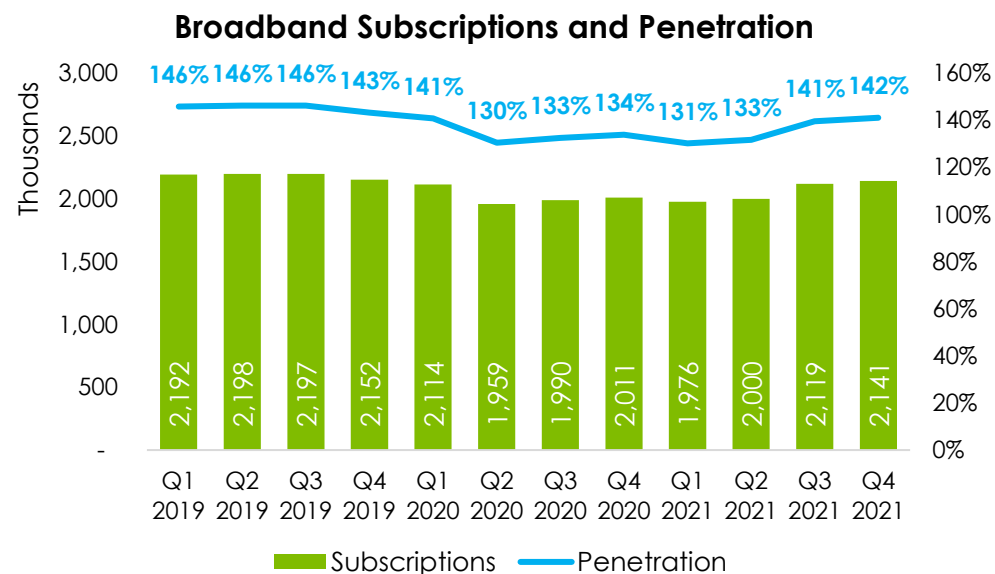
Monthly Average Outgoing Domestic & International Minutes Per Subscription



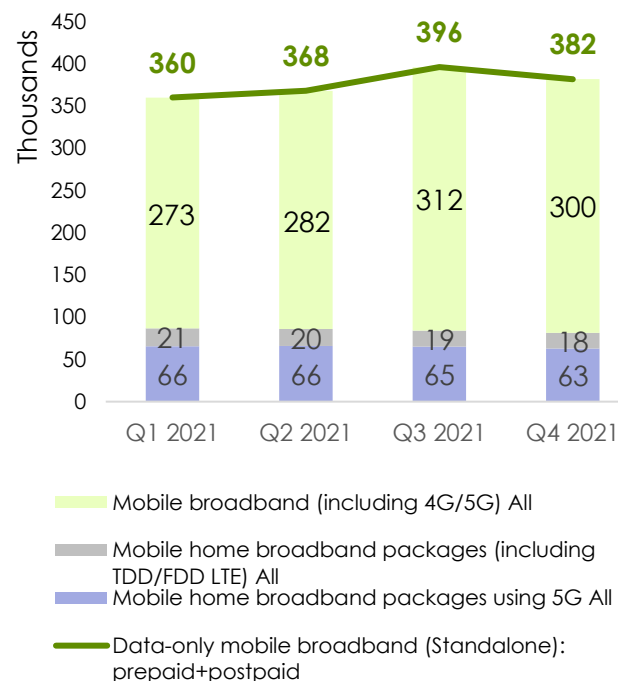
Broadband services: Subscriptions* (1/2)



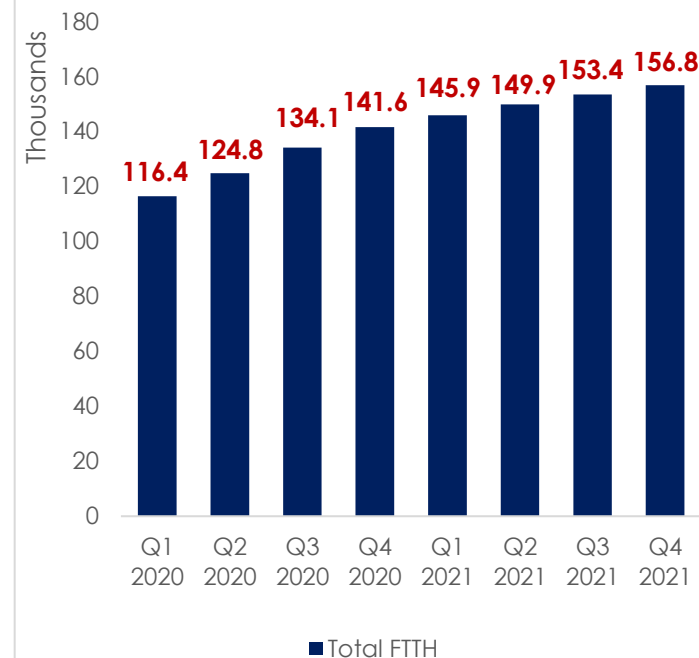
No. of broadband subscriptions (End of Q4 2021)
2,141,263
142% Penetration rate



Mobile BB - Standalone Subscriptions breakdown



Fibre-to-the-home (FTTH) subscriptions**



Mobile Broadband – Q4 2021



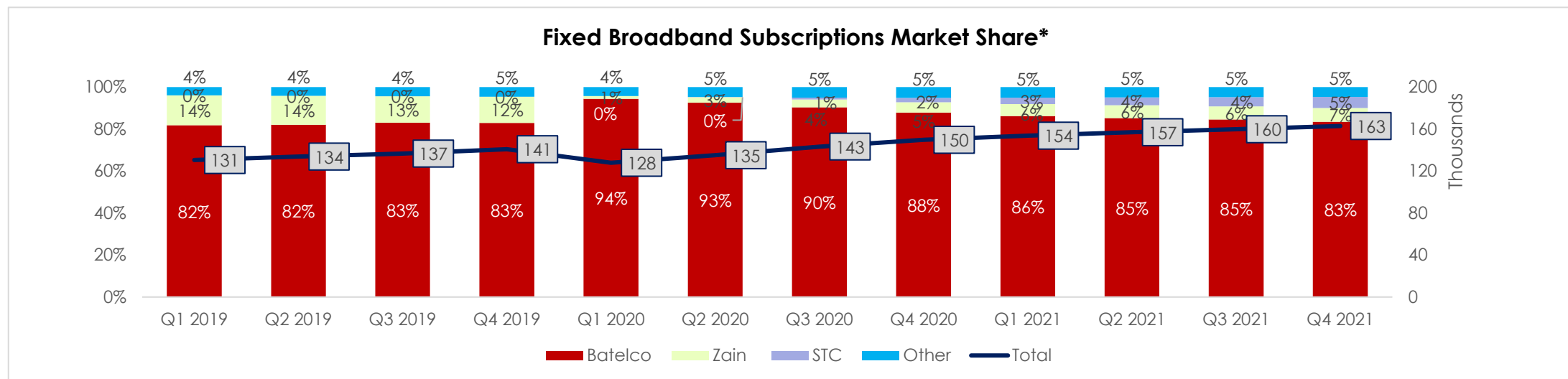
Proportion of broadband subscriptions by access type – Q4 2021



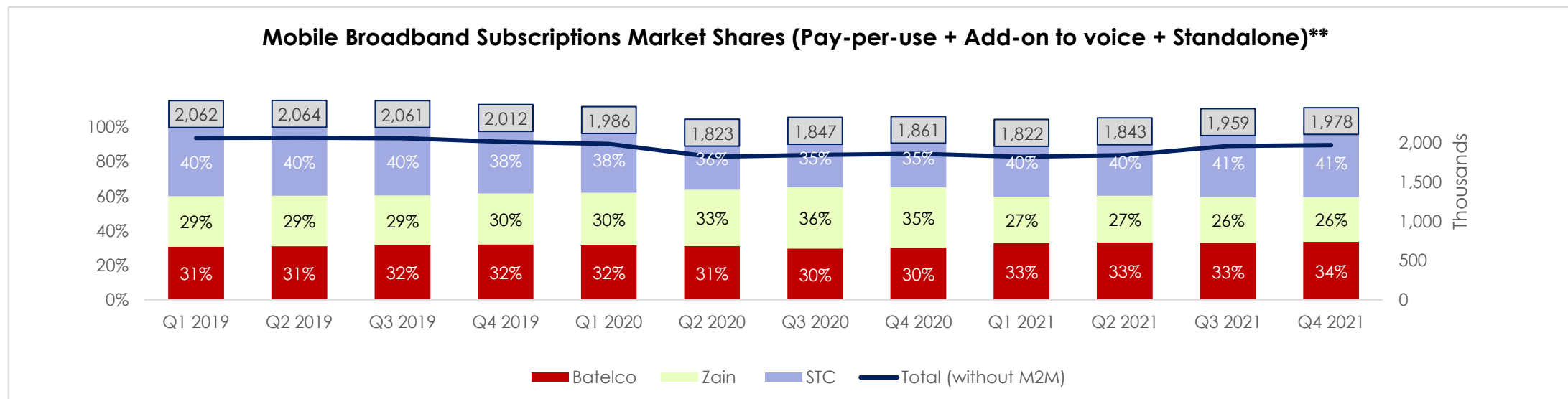
*Doesn't include M2M.

** Includes BTC, STC and Zain data only.

Broadband services: Subscriptions** (2/2)



*Fixed Broadband includes Fixed wired and Fixed wireless+ DIA



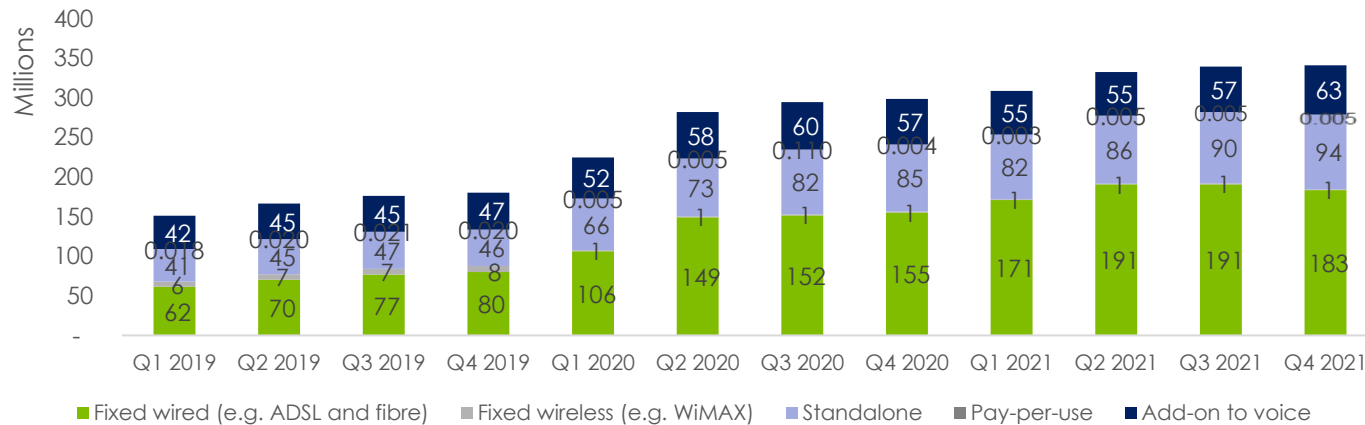
** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2

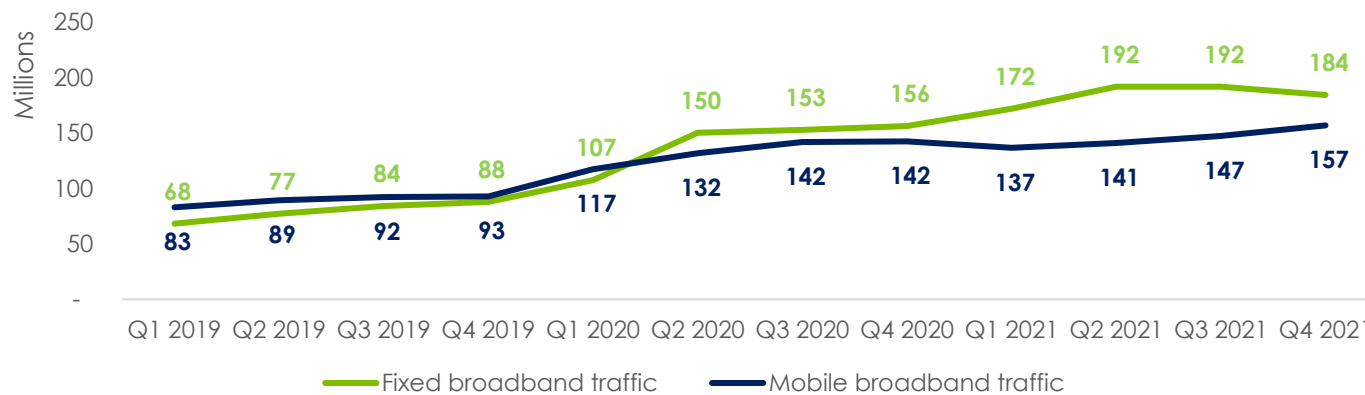


Total data traffic in Gigabyte

Traffic per technology



Quarterly data consumption (Petabyte)



Q4 2020

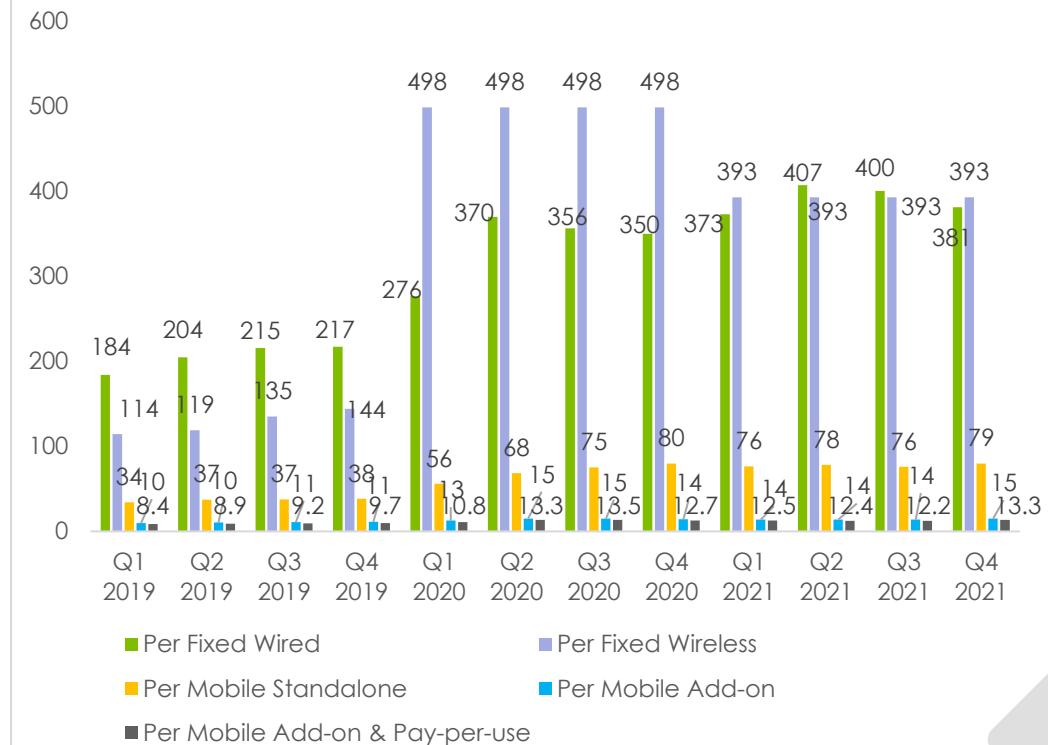
298,692,988

Q4 2021

341,236,074

▲
14%

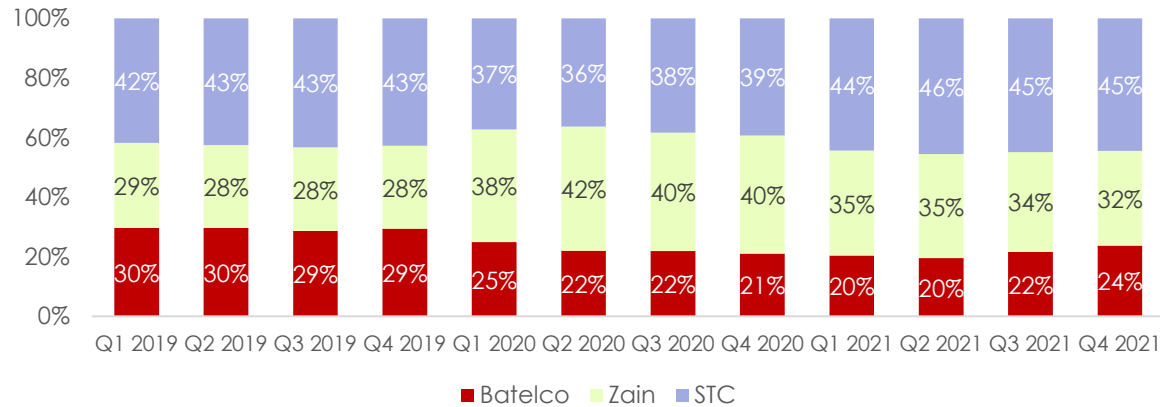
Monthly Average data consumption per subscription (Gigabyte)**



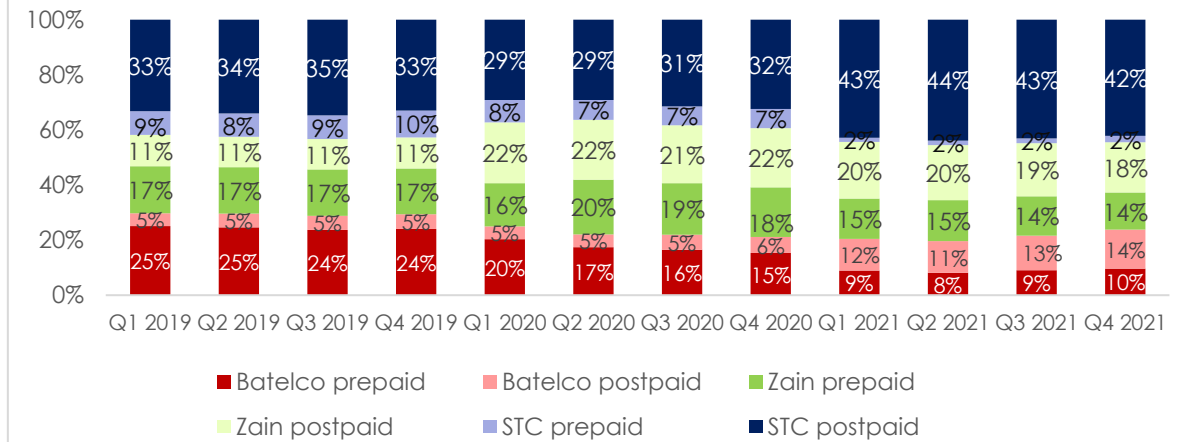
**Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

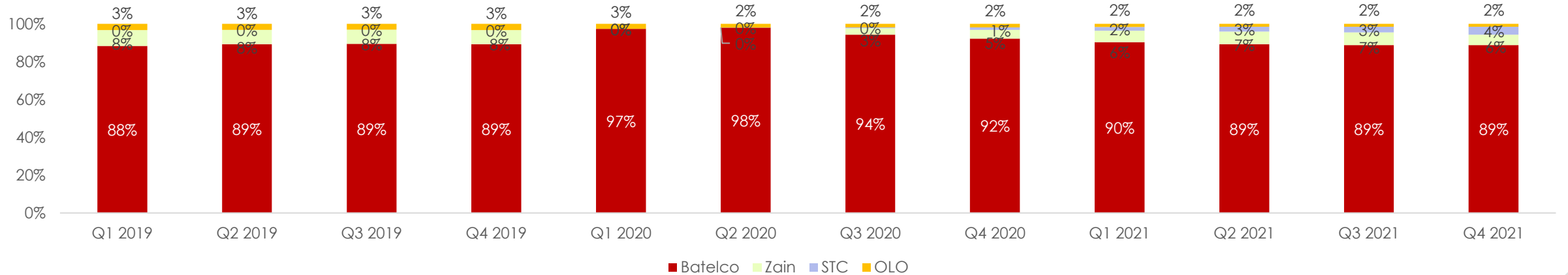
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)*



Mobile Broadband Market Share - Prepaid/Postpaid



Fixed Broadband Traffic Market Share**

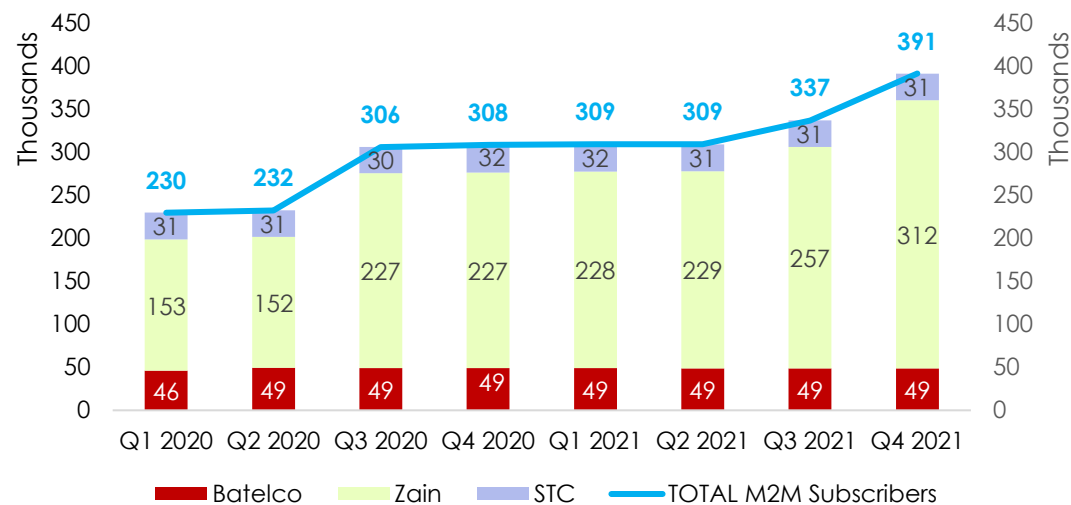


*An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

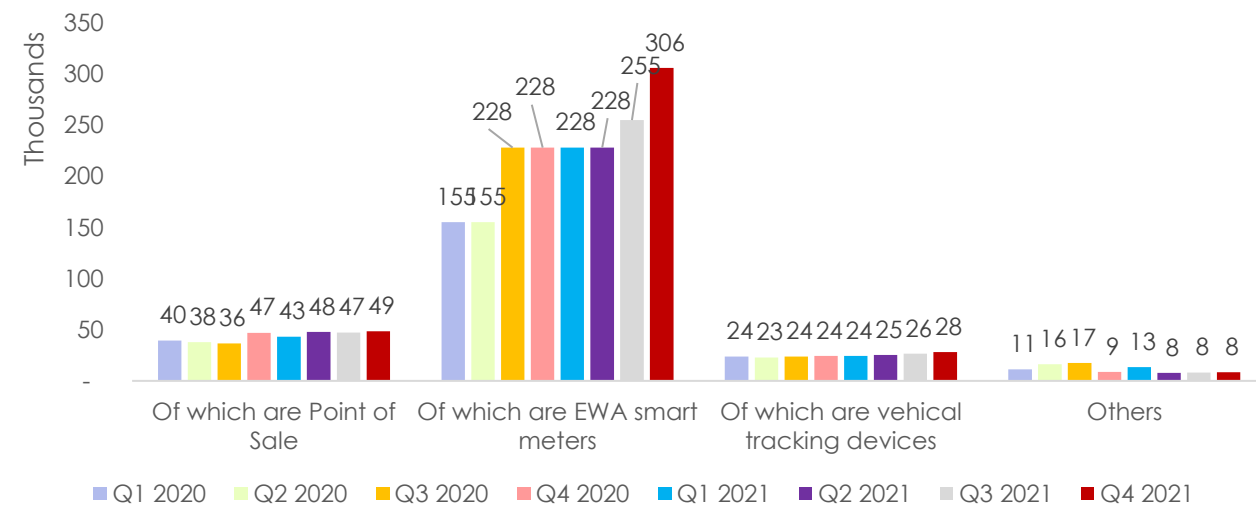
**Fixed wired data traffic was revised from June 2018.

M2M Subscribers & Traffic

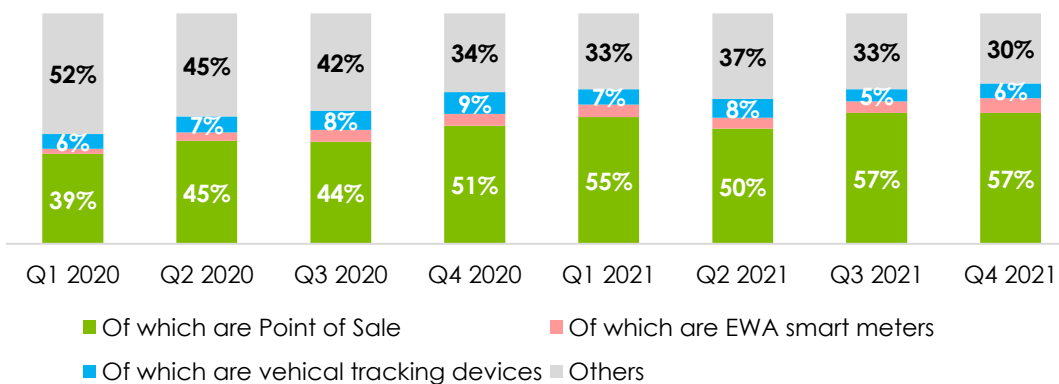
M2M Subscribers (Thousands)



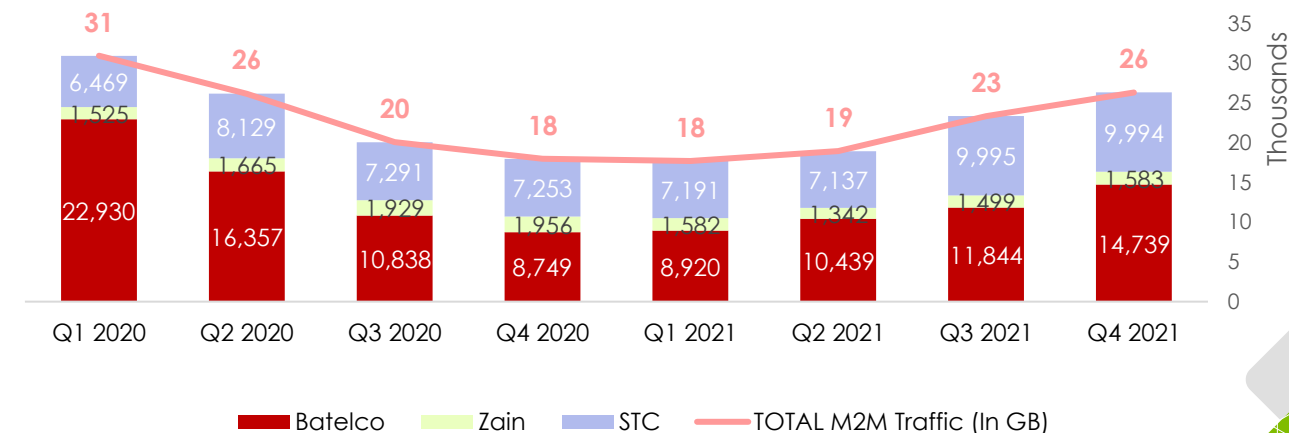
M2M Subscribers by type



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 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Batelco	420,031	401,301	411,457	405,401	437,740	442,362	444,853	439,668	N/A	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	420,479	N/A	N/A	N/A	N/A	804	713	827	781
STC	489,726	423,766	406,316	398,364	398,234	391,205	423,750	445,247	N/A	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	1,305,394	-	-	-	-	804	713	827	781

Postpaid <u>residential</u> subscribers									Postpaid <u>non-residential</u> subscribers							
	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Batelco	214,284	218,134	219,277	222,042	183,364	186,031	189,909	204,950	N/A	N/A	N/A	N/A	37,562	38,109	39,074	39,148
Zain	106,651	107,720	107,705	108,015	84,140	85,858	87,084	90,967	N/A	N/A	N/A	N/A	26,530	26,641	27,188	27,600
STC	226,274	225,186	225,197	224,602	205,971	203,757	229,509	235,990	N/A	N/A	N/A	N/A	17,263	17,911	18,362	18,613
Total	547,209	551,040	552,179	554,659	473,475	475,646	506,502	531,907	-	-	-	-	81,355	82,661	84,624	85,361

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	Q4 2021
Batelco	192,930	195,266	197,555	195,261	134,100	134,998	135,194	134,688
Zain	3,455	5,181	6,437	8,306	9,398	10,143	10,472	10,901
STC	22,908	21,186	18,893	16,671	13,778	12,687	11,625	10,721
Fixed line subscriptions – PSTN & VoIP (non-residential)								
Batelco	N/A	N/A	N/A	N/A	58,945	57,863	57,965	58,022
Zain	152	204	214	251	414	477	584	815
STC	N/A	N/A	N/A	N/A	3,029	3,008	2,970	2,906
OLOs*	6,522	7,010	7,353	7,632***	7,632	7,632	7,632	7,632
Total**	225,967	228,847	230,452	228,121	227,296	226,808	226,442	225,685

* Includes residential & non-residential

**Excluding ISDN

*** Data for 2021 not yet available. 2020 data has therefore been extended.

	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Basic-rate ISDN	650	623	669	653
Primary-rate ISDN	1,626	1,590	1,306	1,325
Total	2,276	2,213	1,975	1,978

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	Q4 2021
Batelco	120,828	125,081	129,482	131,686	129,595	131,118	132,389	133,143
Zain	1,740	3,524	5,444	7,366	8,393	9,164	9,507	9,982
STC	N/A	222	1,281	3,084	4,392	5,460	6,574	7,887
OLOs	2,379	3,210	3,818	4,270	4,270*	4,270	4,270	4,270
Fixed Broadband subscriptions – (Fixed wired & Fixed wireless) (non-residential)								
	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Batelco	N/A	N/A	N/A	N/A	2,999	2,811	2,726	2,790
Zain	N/A	N/A	N/A	N/A	375	430	544	761
STC	N/A	N/A	N/A	N/A	298	312	375	545
OLOs	3,054	3,135	3,314	3,464	3,464*	3,464	3,464	3,464
Total	128,001	134,950	143,339	149,870	153,786	157,029	159,849	162,842

*OLOs data for 2021 not yet available. 2020 data has therefore been extended.

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)								
	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021
Batelco	654,167	591,000	589,479	604,608	281,504	291,284	314,086	323,213
Zain	520,062	518,159	538,464	533,972	343,899	351,095	371,245	364,031
STC	811,936	714,207	718,900	722,430	292,473	288,493	335,371	344,161
Mobile Broadband subscriptions – (Postpaid)								
Batelco	N/A	N/A	N/A	N/A	317,631	322,288	331,732	340,211
Zain	N/A	N/A	N/A	N/A	145,595	145,539	146,727	149,412
STC	N/A	N/A	N/A	N/A	441,088	444,157	460,316	457,393
Total**	1,986,165	1,823,366	1,846,843	1,861,010	1,822,190	1,842,856	1,959,477	1,978,421

*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		
	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	-
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
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

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
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
Pay-per-use	12,795	262	869	12,736	281	841	12,399	280	968	1,860	248	883
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