

Quarterly Market Indicators Report

Q1 2022

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Main Telecom Market Indicators (Q1 2021- Q1 2022)

Indicator	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
 Mobile subscribers	1,807,189	1,804,985	1,864,785	1,923,443	1,990,167
 Mobile penetration	120%	120%	124%	128%	127%
 Mobile prepaid subscriptions	1,227,287	1,223,397	1,273,659	1,306,175	1,349,741
 Mobile postpaid subscriptions	579,902	581,588	591,126	617,268	640,426
 Average outgoing minutes from mobile	227	223	211	204	192
 Fixed telephony subscriptions	227,296	226,808	226,442	225,685	225,020
 Fixed telephony penetration	15%	15%	15%	15%	14%
 Domestic monthly average minutes per line	89	85	81	79	70
 International outgoing minutes (Mobile)	262,069,443	258,744,062	252,846,441	255,149,827	245,664,435
 International outgoing minutes (Fixed telephony)	2,249,871	2,174,043	2,197,489	2,112,565	1,664, 131
 Mobile broadband subscriptions	1,822,190	1,842,856	1,959,477	1,978,421	2,041,226
 Mobile broadband penetration rate	121%	123%	130.3%	131.5%	130.4%
 Fixed broadband subscriptions	153,786	157,029	159,849	162,842	165,841
 Fixed broadband penetration per household*	63%	64%	65%	66%	67%*
 Total data usage (Petabyte)	308	332	339	342	373
 Average total traffic per month per subscription	52	55	53	53	56

Main Telecom Market Indicators for Q1 2022



Mobile subscribers: **1,990,167**

Penetration: **127%**

Average Int. & Domestic minutes per month per mobile subscription: **192**

Average data usage per mobile broadband subscription*: **13.2 GB**



Fixed telephony subscriptions: **225,020**

Penetration: **14%**

Fixed Wired Telephony subscriptions **94%**

Fixed Wireless Telephony subscriptions: **6%**



Mobile Broadband subscriptions: **2,041,226**

Mobile Broadband penetration rate: **130%**

Fixed Broadband subscriptions: **165,841**

Fixed Broadband penetration rate per household: **67%*****



Mobile Prepaid subscriptions: **1,349,741**

Mobile postpaid subscriptions: **640,426**

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

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



Domestic monthly average minutes per line: **70**

International Outgoing Minutes (Mobile): **245,664,435**

International Outgoing Minutes (Fixed telephony): **1,664,131**

Total Data Usage: **373 Petabyte**

Fixed Broadband Traffic: **204 Petabyte**

Mobile Broadband Traffic: **169 Petabyte**

Avg. Traffic per broadband subscription per month: **56 GB**

Avg. Fixed Broadband Traffic per month: **410 GB**

Avg. Mobile Broadband Traffic per month**: **27 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)

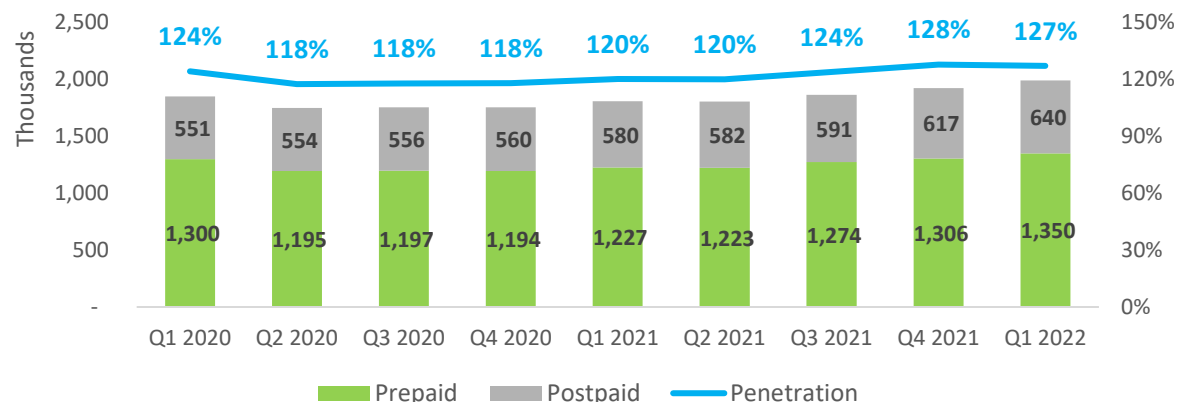


Number of Mobile subscriptions (End of Q1 2022)

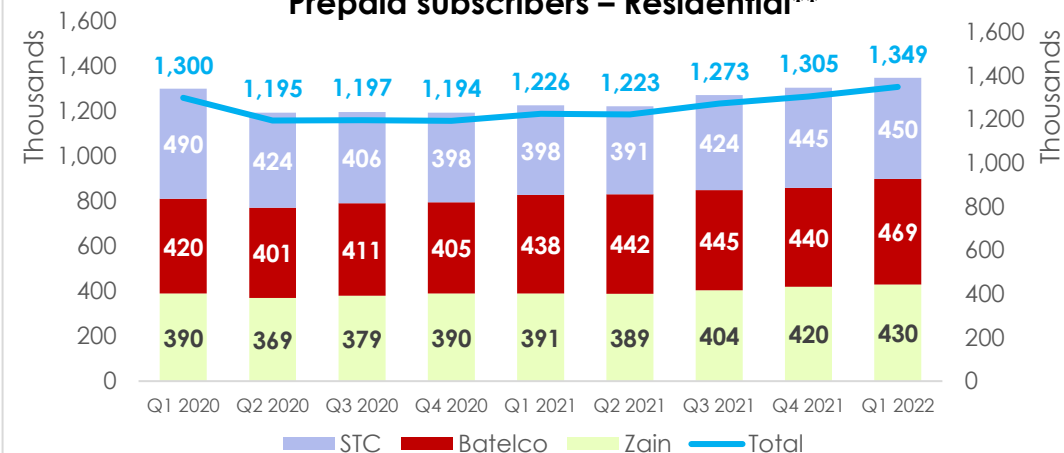
1,990,167 Subscriptions

127% Penetration rate

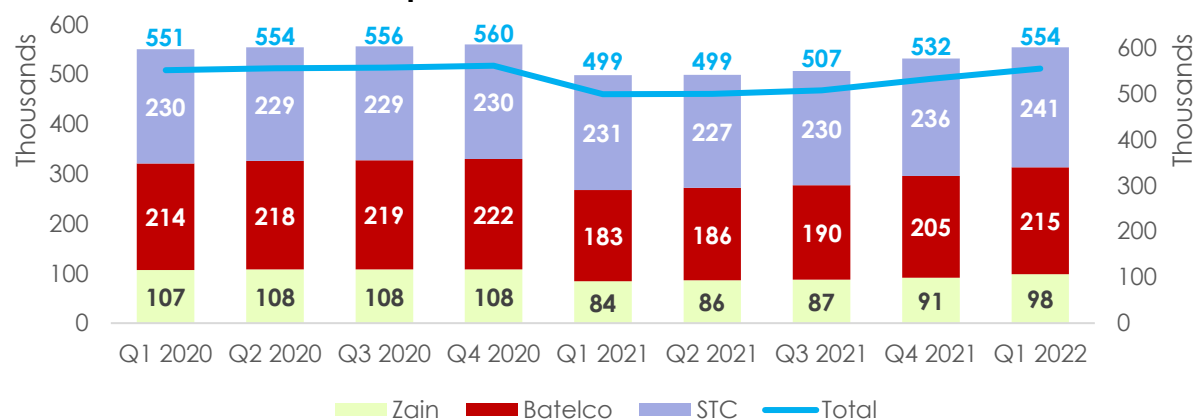
Number of Mobile Subscriptions & penetration



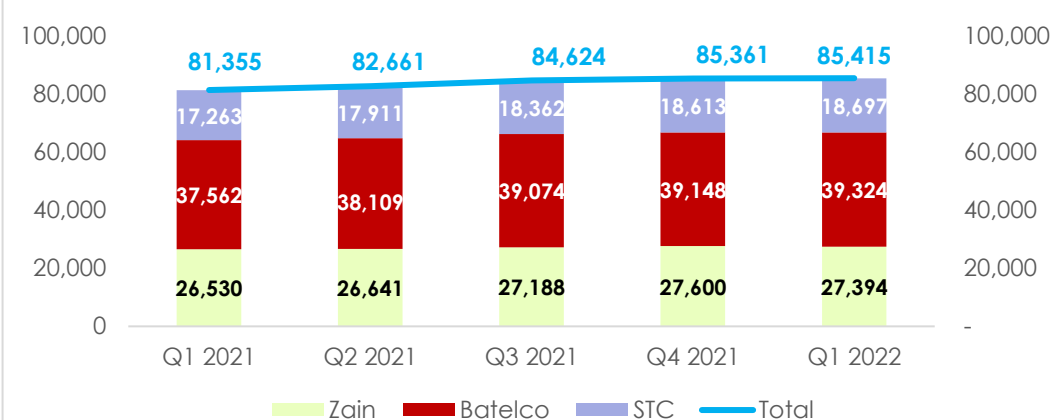
Prepaid subscribers – Residential**



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

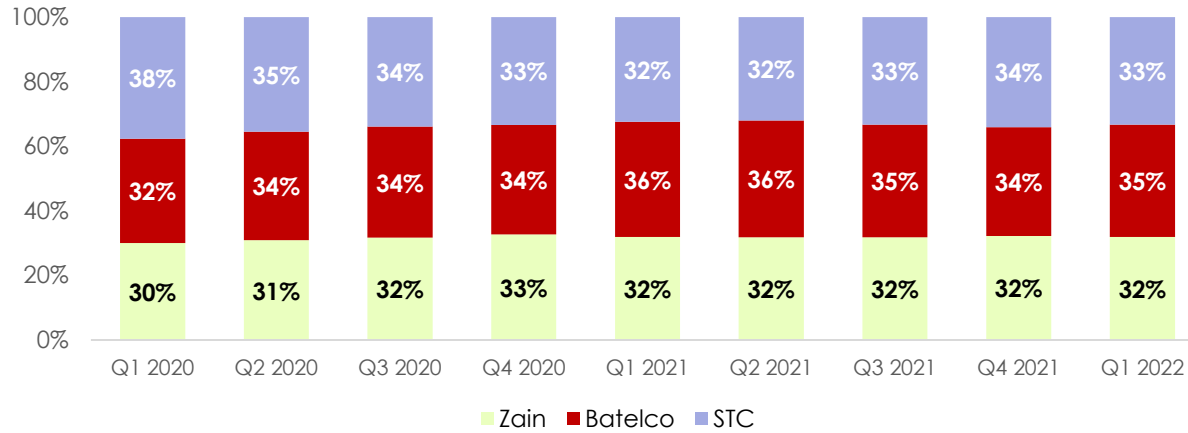
* Source: Population for 2022 is based on IGA population projection.

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

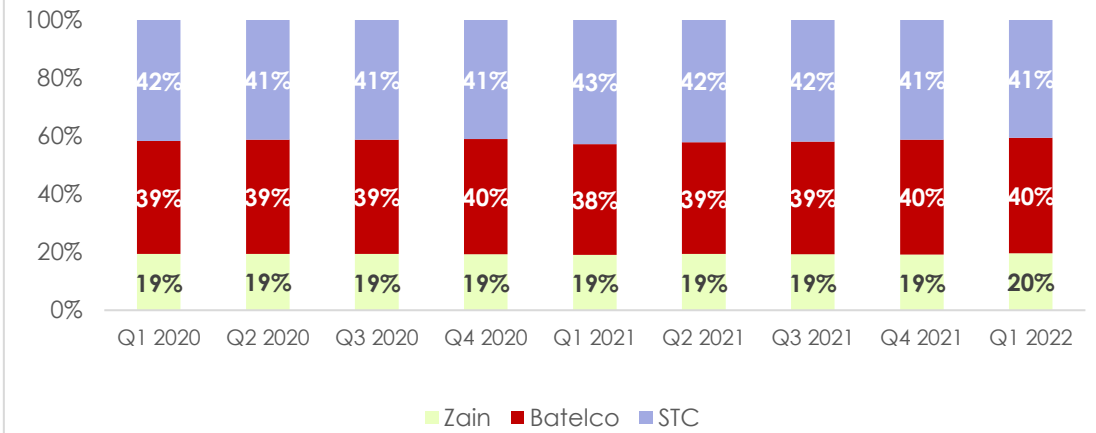
*** Increase in postpaid subscribers is due to an operator adjusting its reporting to match the correct market definition.

Mobile services: Subscriptions (2/2)

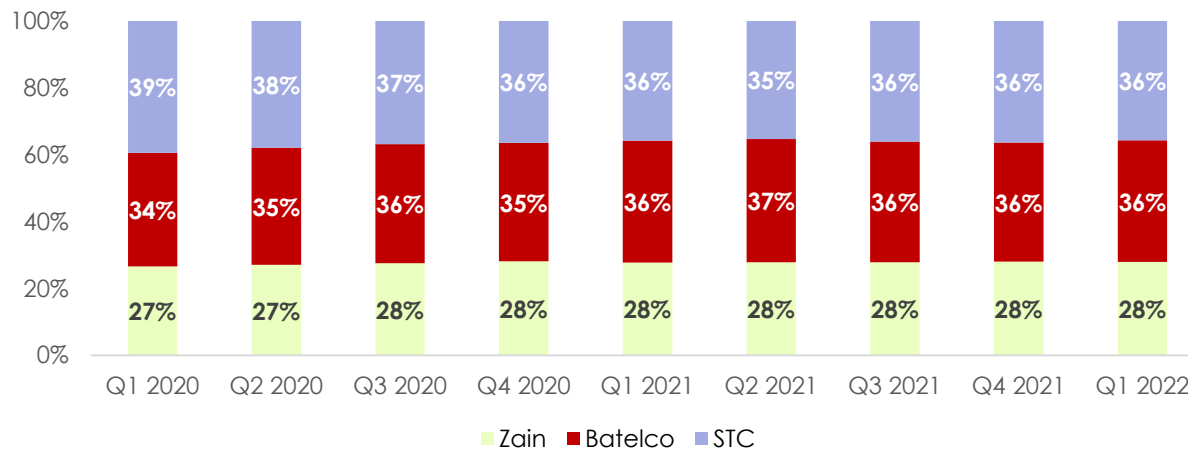
Prepaid Market Share %



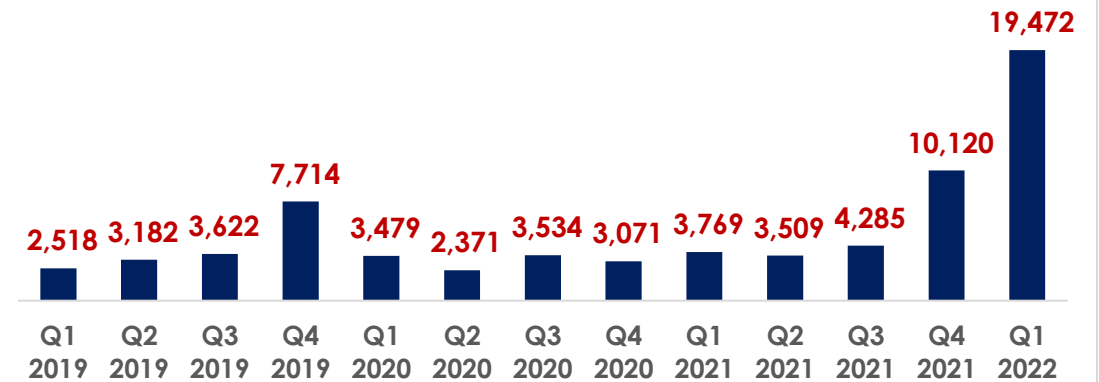
Postpaid Market Share %



Total Mobile Market share



Number of Accepted Mobile Porting Requests

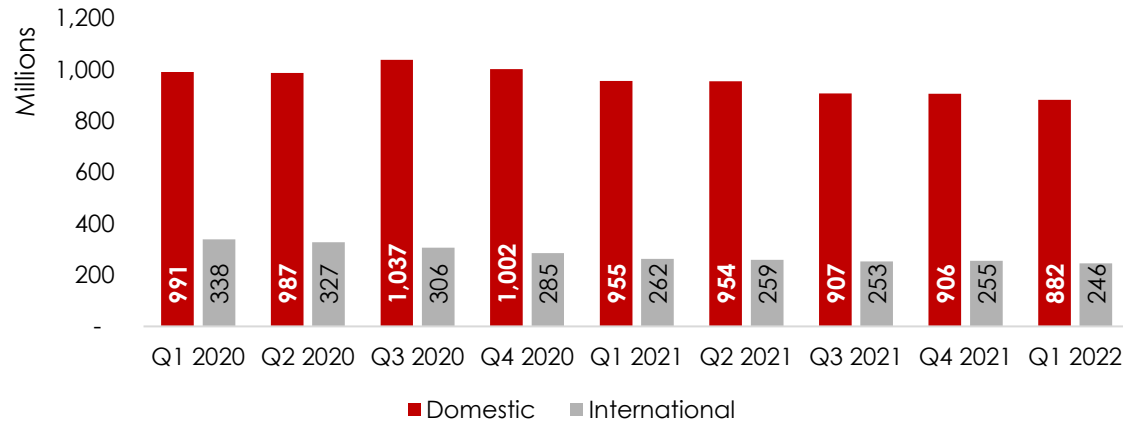


Mobile services: Traffic* (Minutes) (1/2)

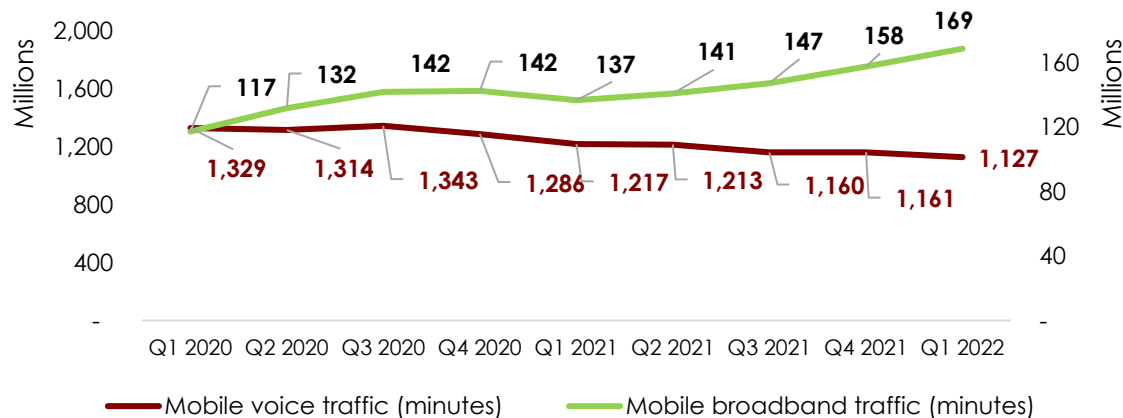


Total Outgoing Traffic in Minutes
(Domestic + International)*

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



Mobile Voice traffic VS Mobile Broadband data traffic



* Revised for 2019 data.

Q1 2021

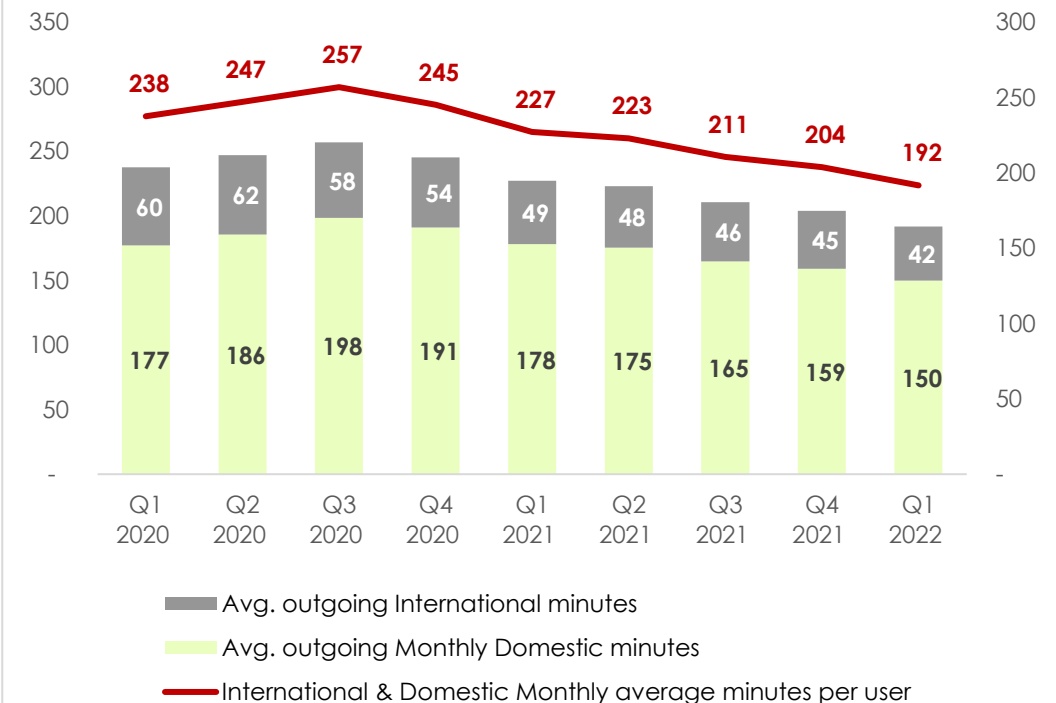
1,217,141,051

Q1 2022

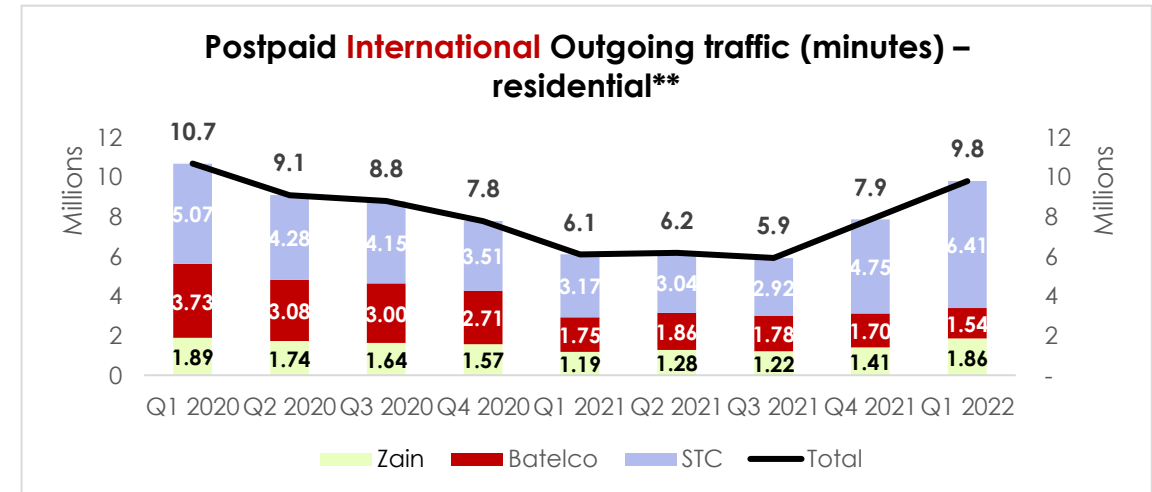
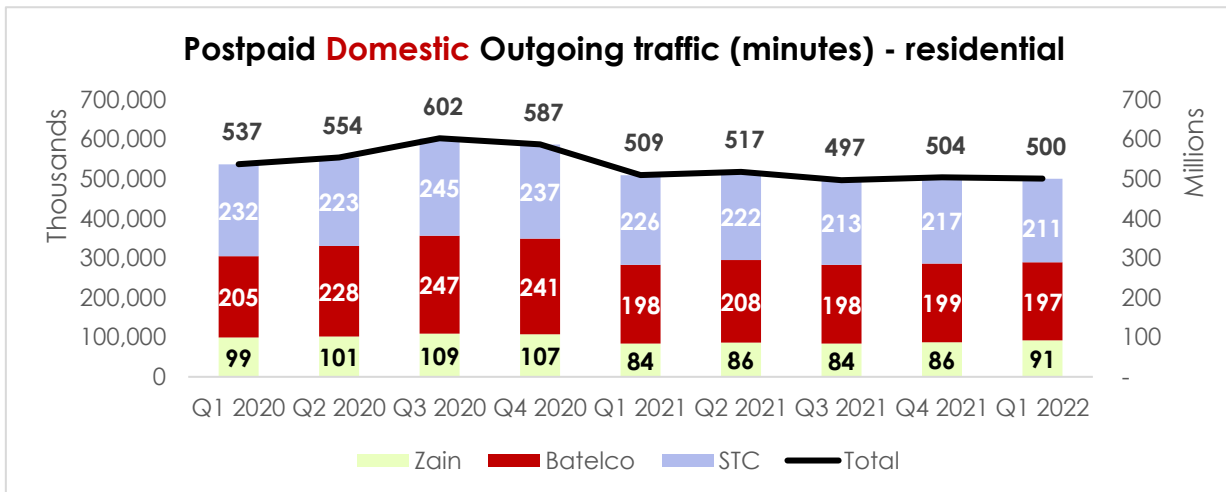
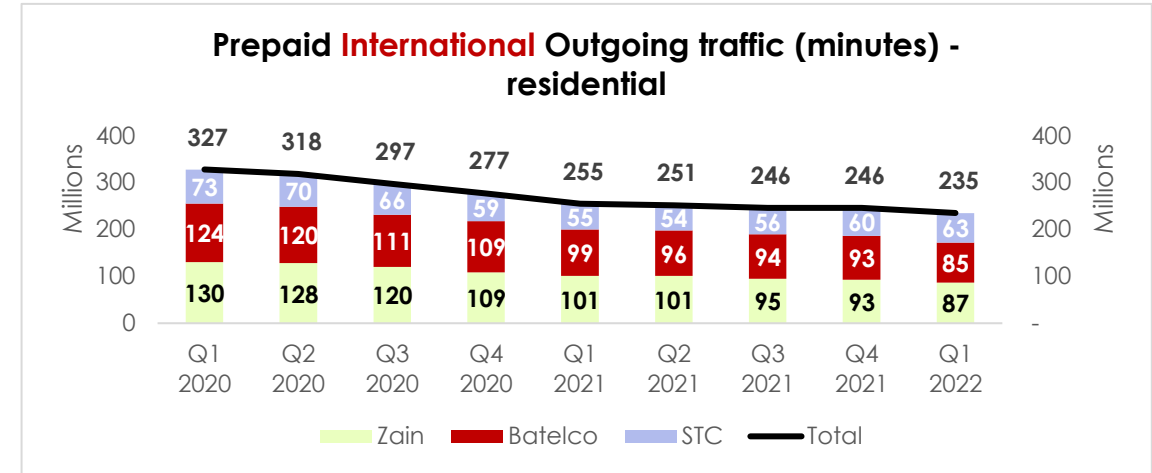
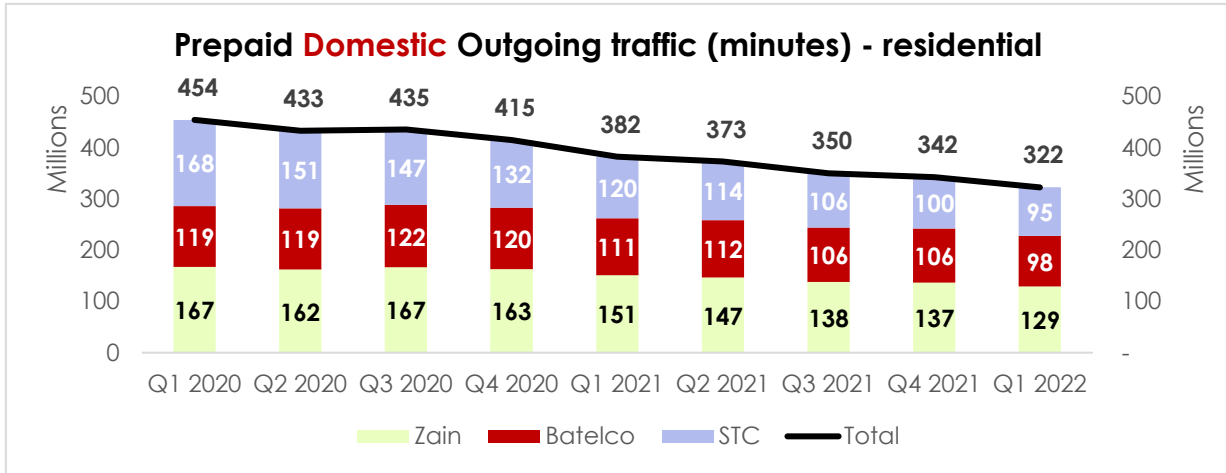
1,127,216,422

▼
7%

Average Monthly Minutes per User



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



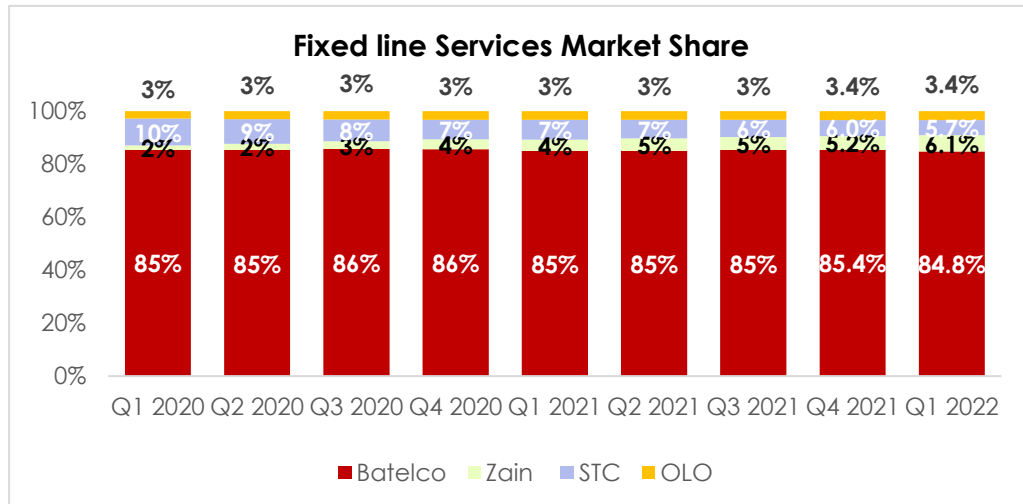
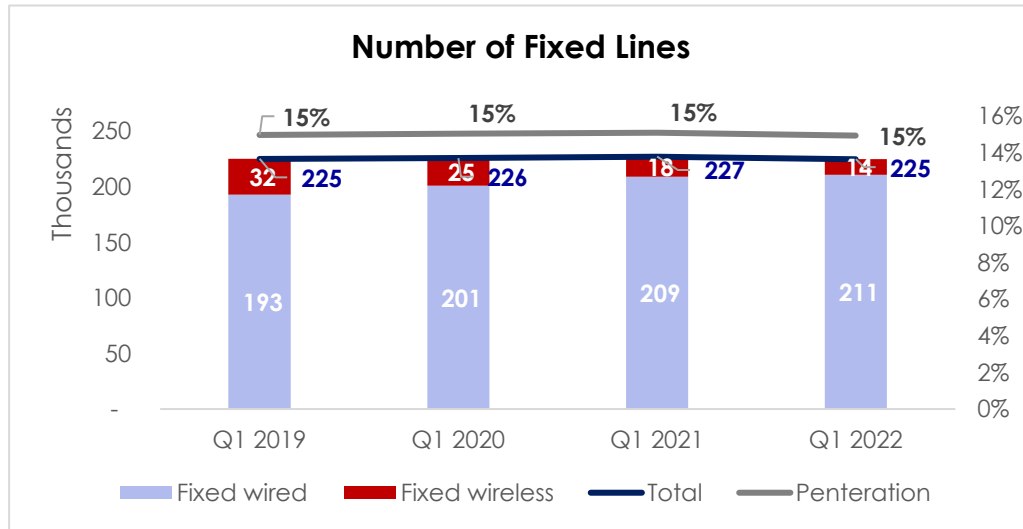
* Historical data for Non-residential (Domestic & Intl.) Traffic is currently unavailable.

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

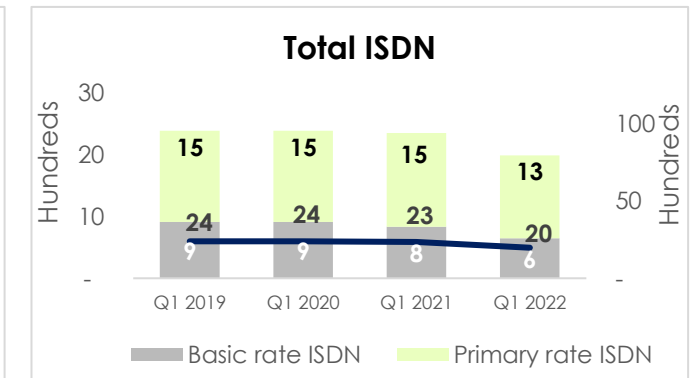
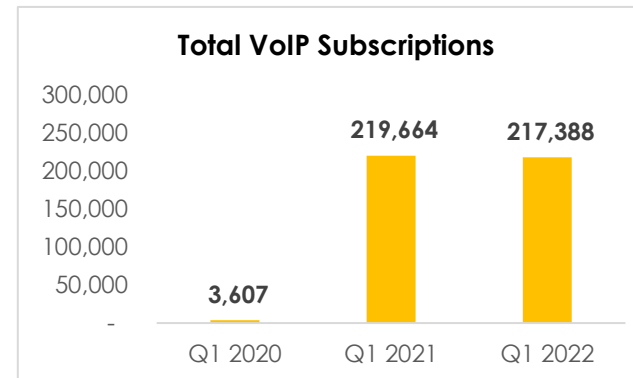
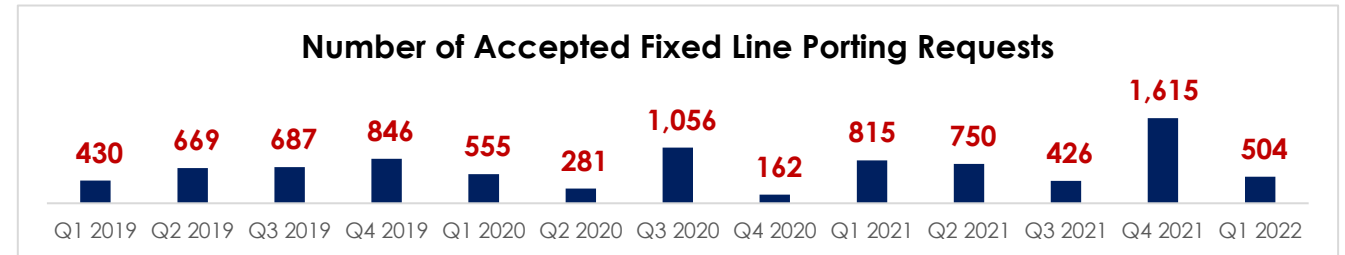
Fixed telephony services: Subscriptions (PSTN & Fixed wireless)*



No. of fixed telephony subscriptions
(Excluding ISDN)



End of Q1 2021		End of Q1 2022		
227,296		225,020		
15% Penetration rate		15% Penetration rate		
	2019	2020	2021	Q1 2022
Total Fixed Lines (Ex. ISDN)	224,199	228,121	225,685	225,020
% of Fixed Wired	88%	92%	93%	94%
% of Fixed Wireless	12%	8%	7%	6%



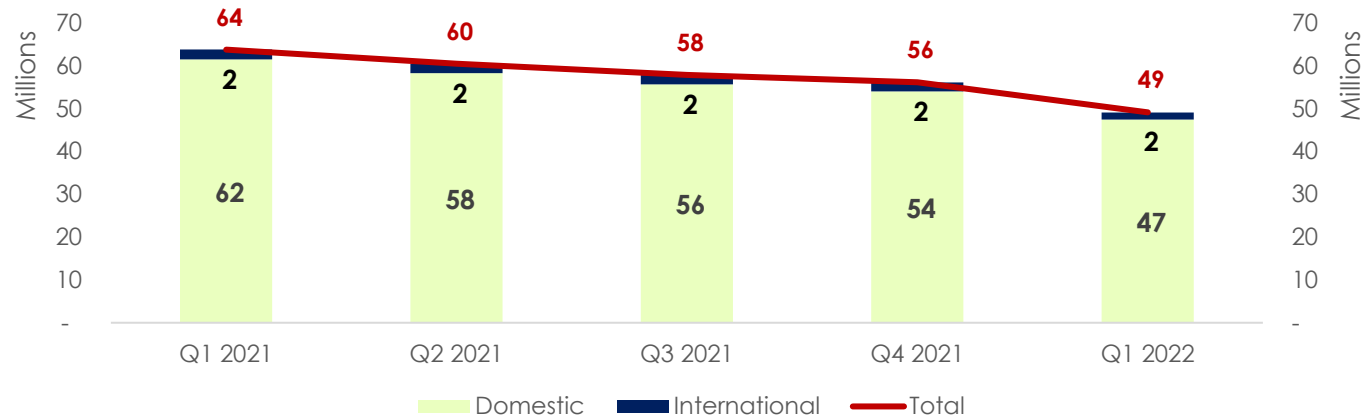
*Includes VoIP as of 2021 but excludes ISDN.

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



Total fixed domestic outgoing traffic in minutes**

Fixed line Domestic & International Outgoing traffic



Q4 2021

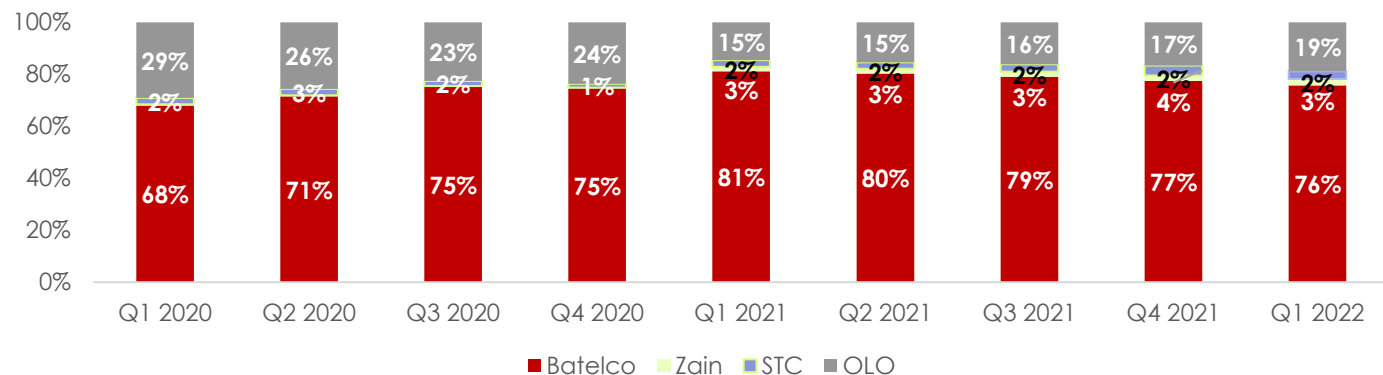
53,985,720

Q1 2022

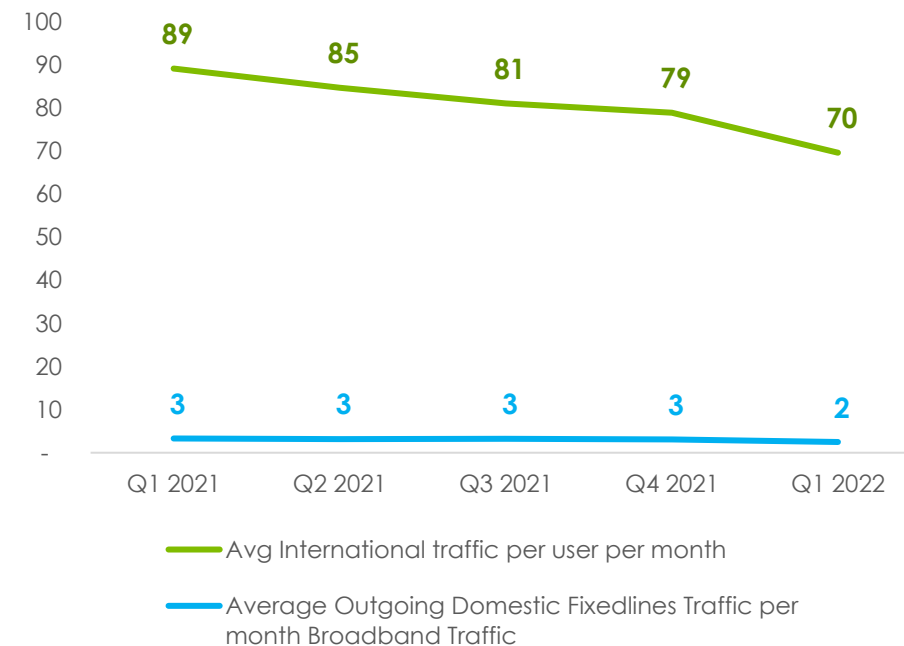
47,437,827

12%

Fixed line Domestic market share by operators



Monthly Average Outgoing Domestic & International Minutes Per Subscription

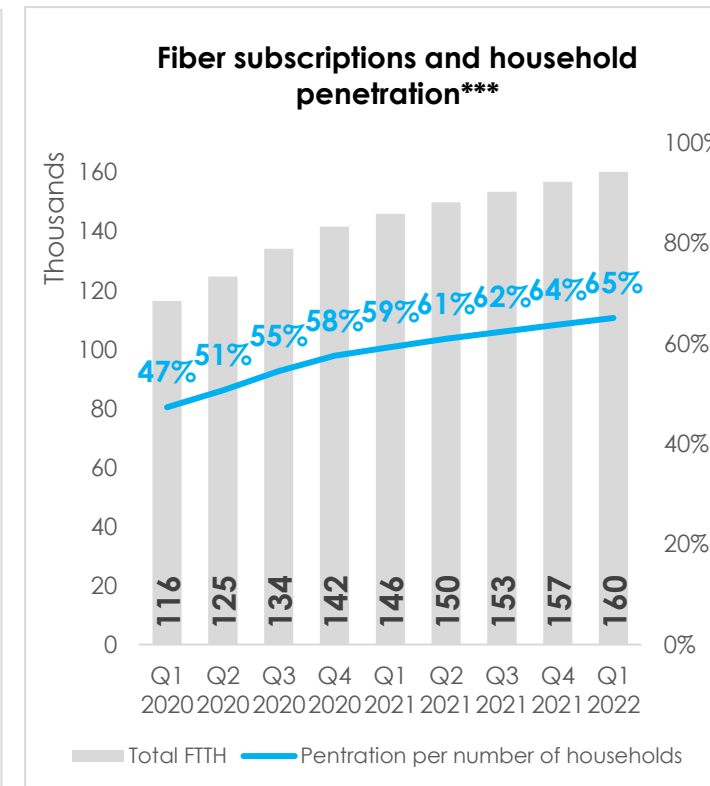
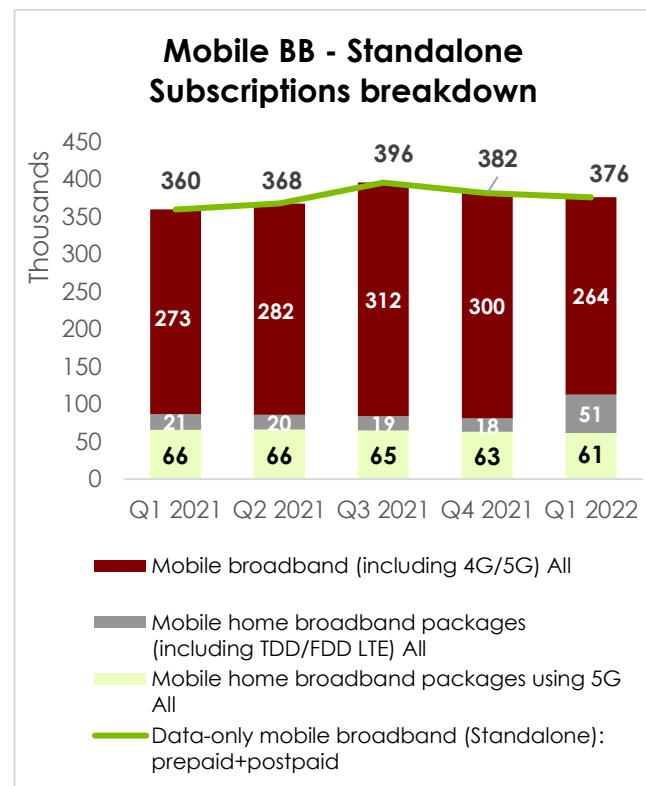
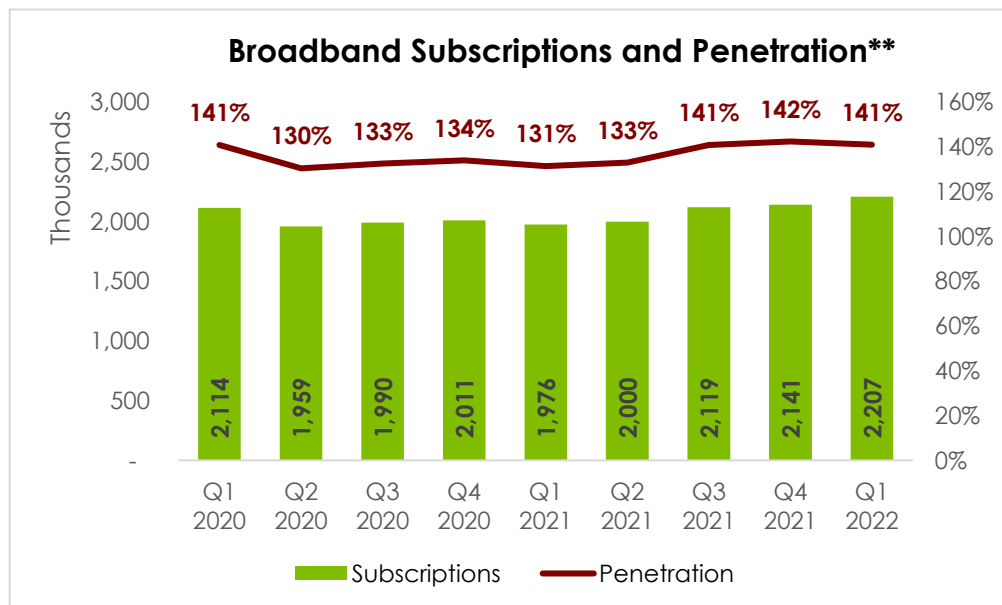


* Includes VoIP and ISDN traffic.

Broadband services: Subscriptions* (1/2)



No. of broadband subscriptions (End of Q1 2022)
2,207,067
141% Penetration rate



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



Mobile Broadband – Q1 2022



Proportion of broadband subscriptions by access type – Q1 2022

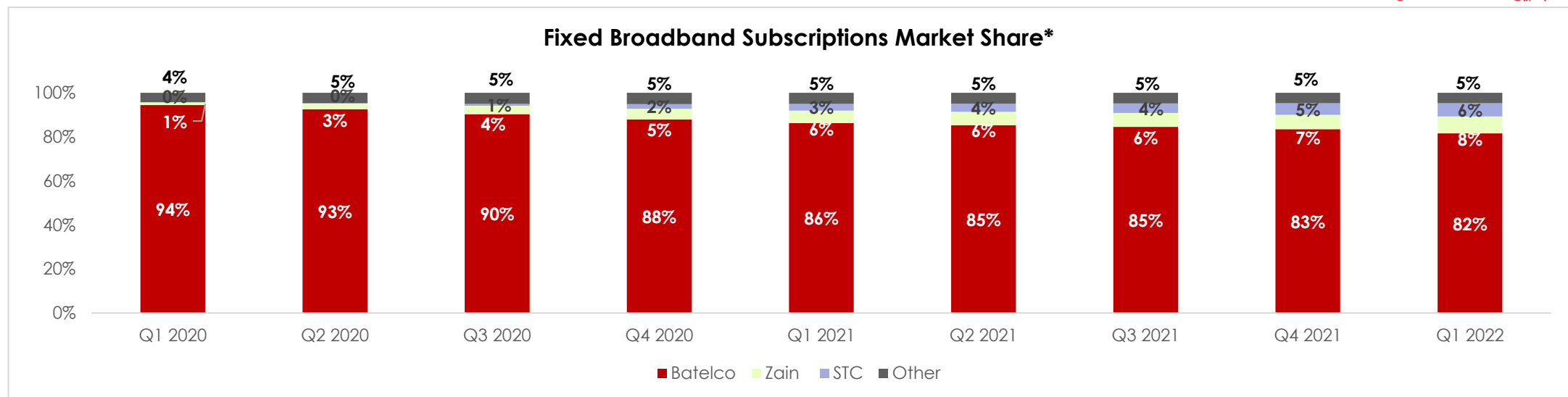


*Doesn't include M2M.

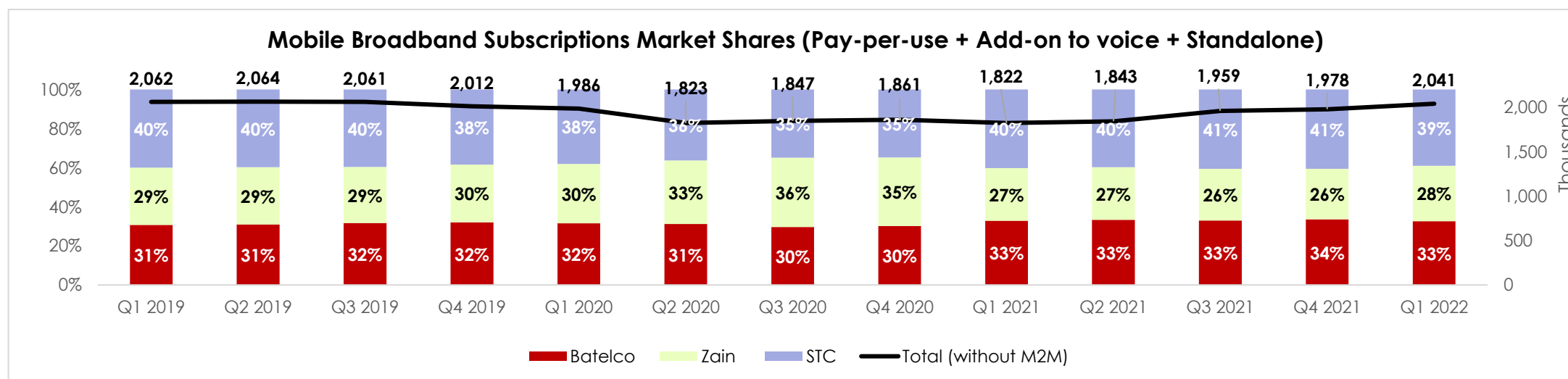
** Includes BTC, STC and Zain data only.

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

Broadband services: Subscriptions** (2/2)



*Fixed Broadband includes Fixed wired and Fixed wireless+ DIA



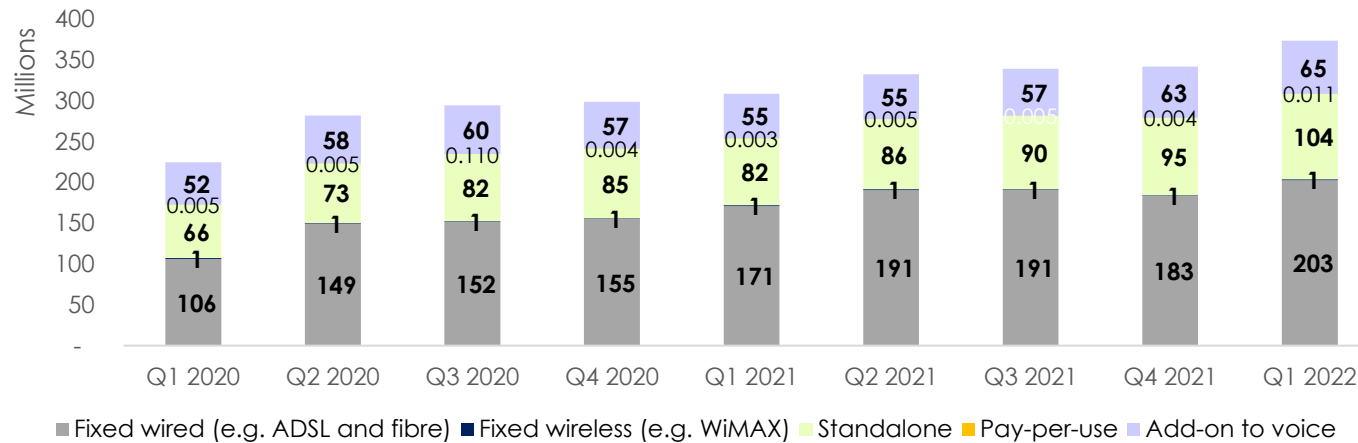
** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2

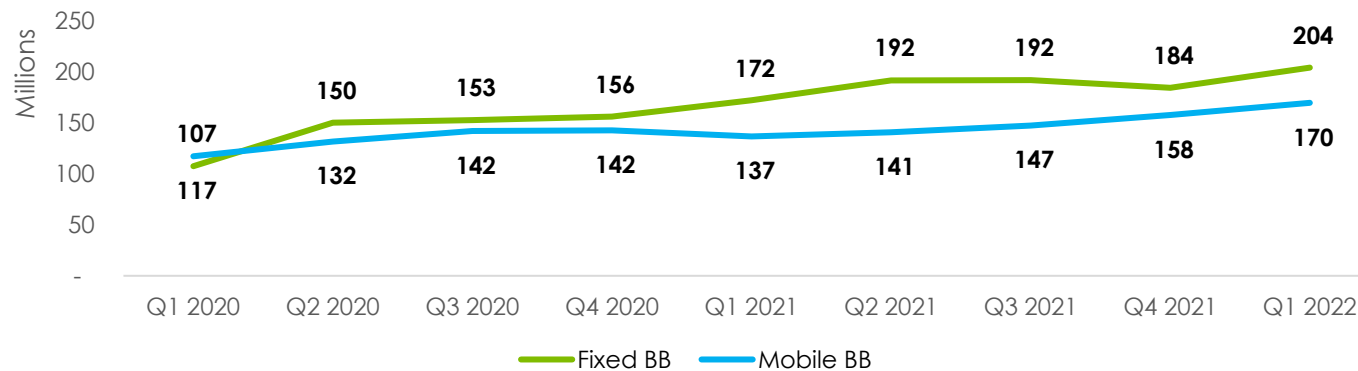


Total data traffic in Gigabyte

Traffic per technology



Quarterly data consumption (Petabyte)



Q1 2021

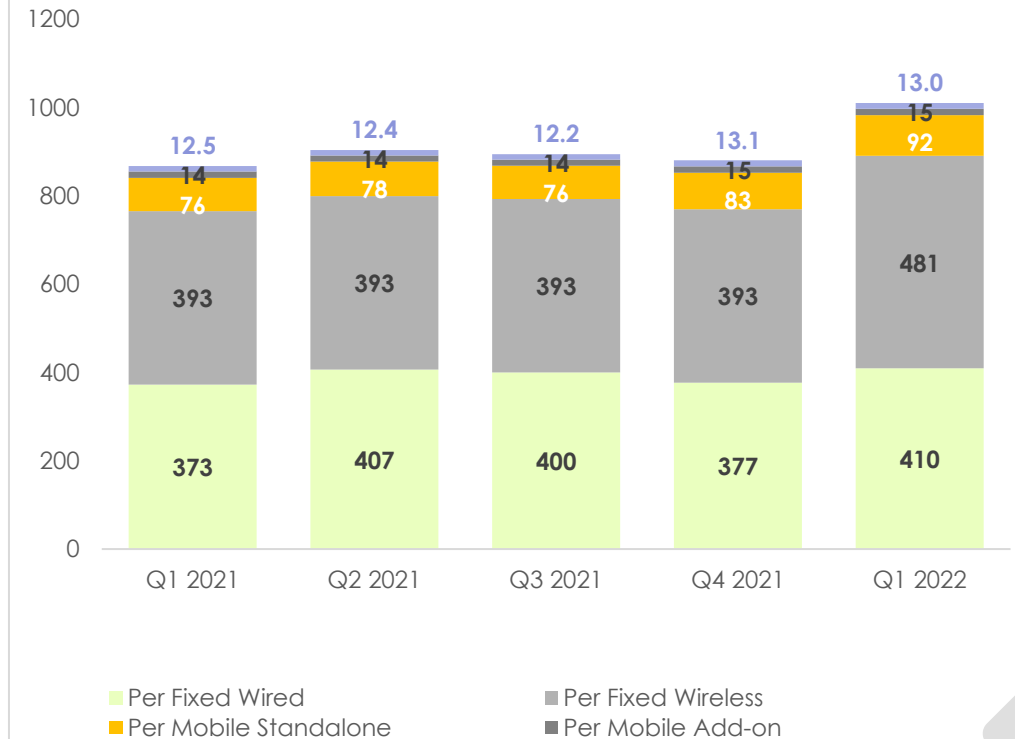
308,618,455

Q1 2022

372,790,559

21%

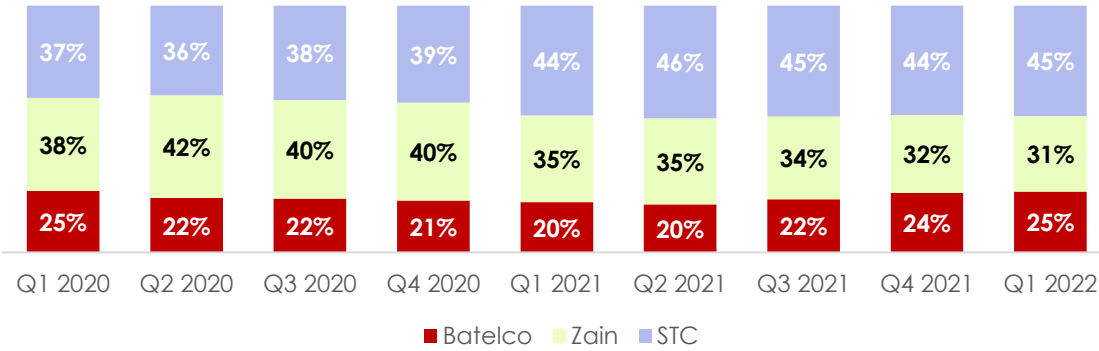
Monthly Average data consumption per subscriptions (Gigabyte)*



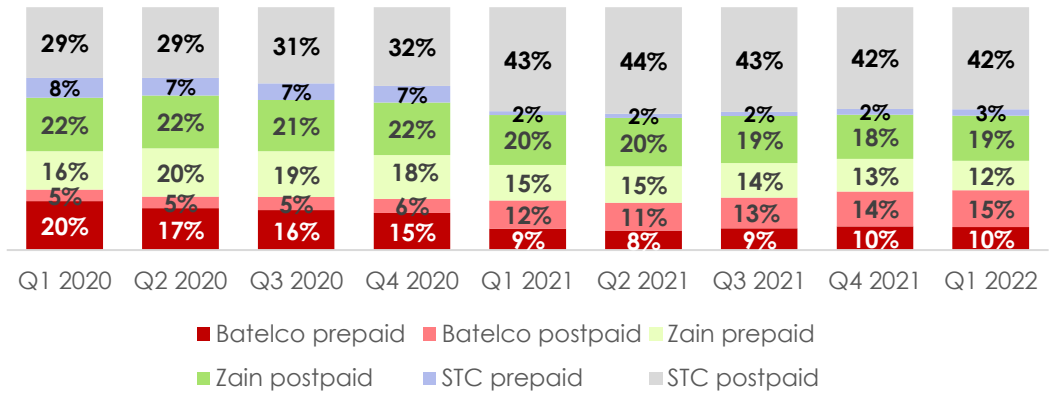
**Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

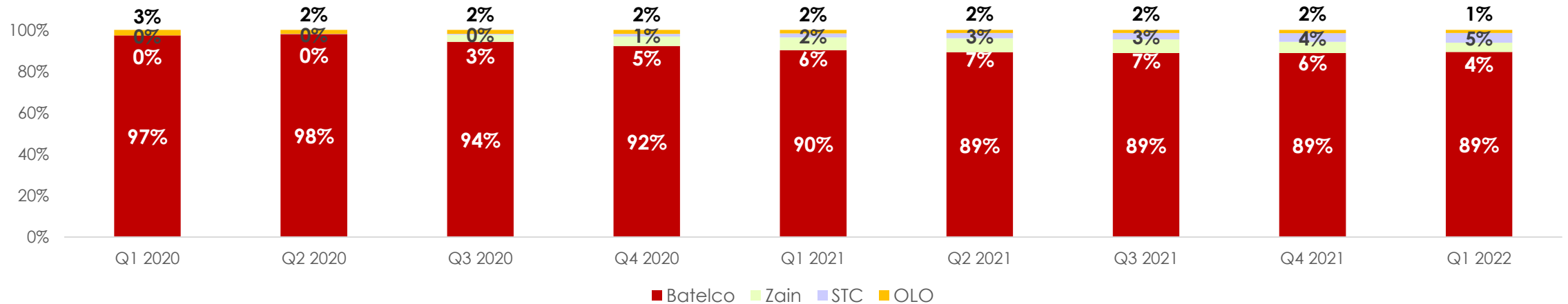
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)*



Mobile Broadband Traffic Market Share - Prepaid/Postpaid



Fixed Broadband Traffic Market Share**

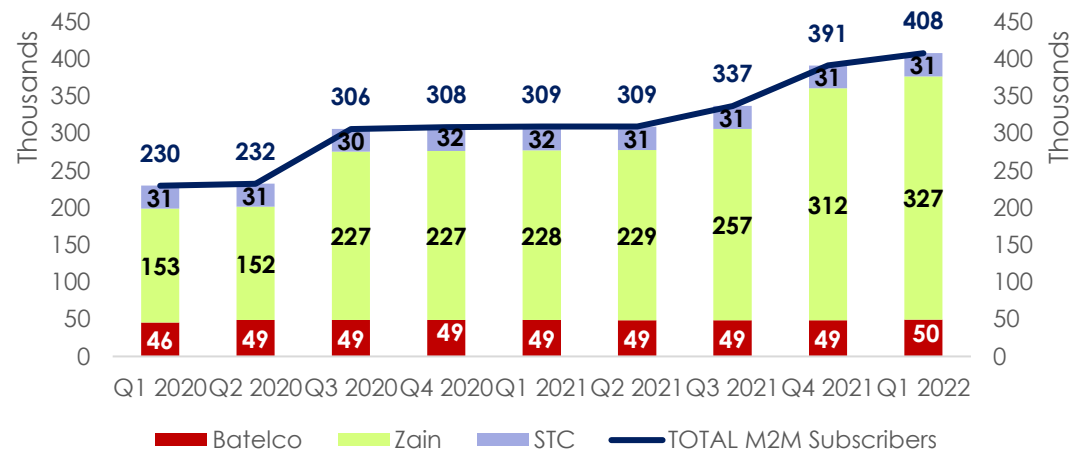


*An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

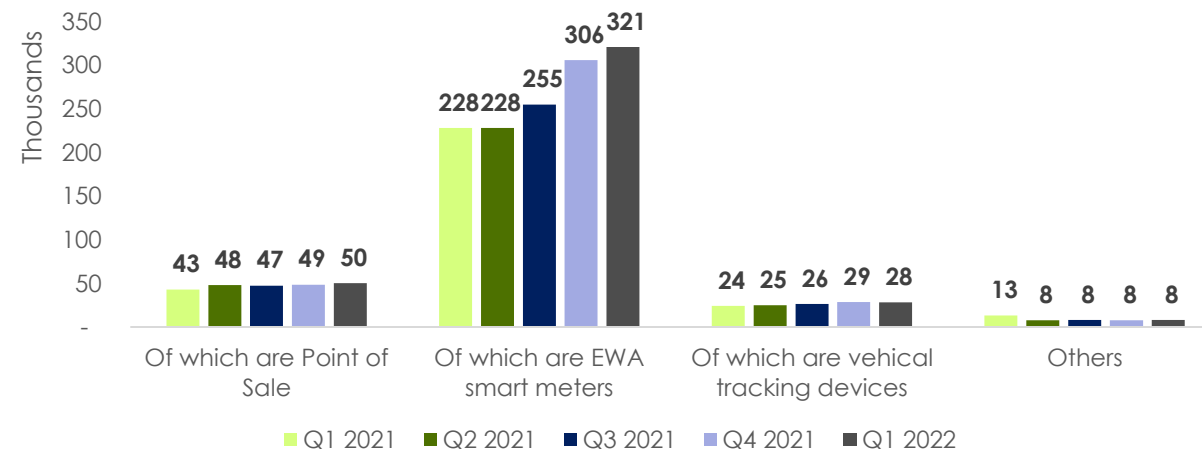
**Fixed wired data traffic was revised from June 2018.

M2M Subscribers & Traffic

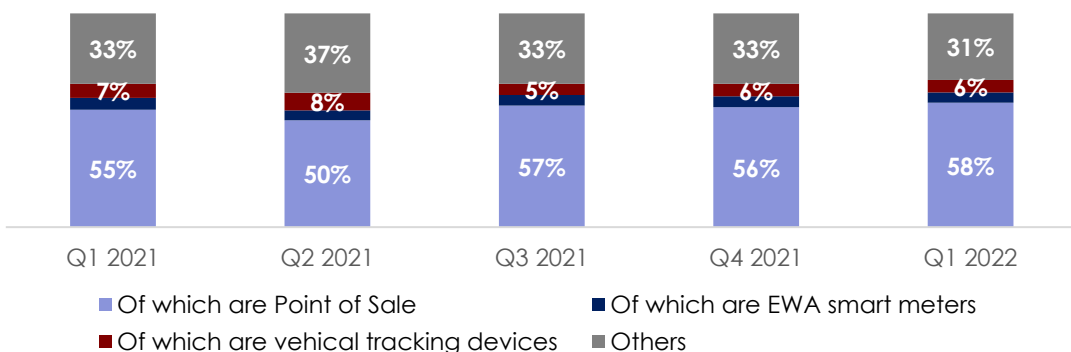
M2M Subscribers (Thousands)



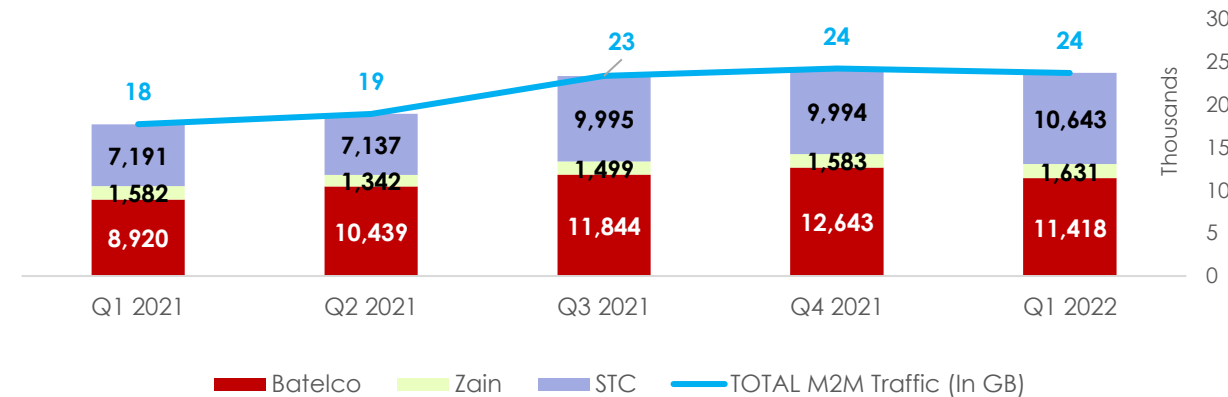
M2M Subscribers by type



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 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	437,740	442,362	444,853	439,668	469,295	N/A	N/A	N/A	N/A	N/A
Zain	390,509	389,117	404,229	420,479	430,177	804	713	827	781	683
STC	398,234	391,205	423,750	445,247	449,568	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	804	713	827	781	683

Postpaid <u>residential</u> subscribers						Postpaid <u>non-residential</u> subscribers				
	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	183,364	186,031	189,909	204,950	215,136	37,562	38,109	39,074	39,148	39,738
Zain	84,140	85,858	87,084	90,967	98,189	26,530	26,641	27,188	27,600	27,359
STC	205,971	203,757	229,509	235,990	240,658	17,263	17,911	18,362	18,613	19,346
Total	473,475	475,646	506,502	531,907	553,983	81,355	82,661	84,624	85,361	86,443

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	134,100	134,998	135,194	134,688	133,444
Zain	9,398	10,143	10,472	10,901	12,770
STC	13,778	12,687	11,625	10,721	9,913

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

Batelco	58,945	57,863	57,965	58,022	57,338
Zain	414	477	584	815	983
STC	3,029	3,008	2,970	2,906	2,940
OLOs*	7,632	7,632	7,632	7,632	7,632
Total**	227,296	226,808	226,442	225,685	225,020

* 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	Q1 2022
Basic-rate ISDN	650	623	669	653	645
Primary-rate ISDN	1,626	1,590	1,306	1,325	1,340
Total	2,276	2,213	1,975	1,978	1,985

Fixed Broadband subscriptions – raw data

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

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	129,595	131,118	132,389	133,143	132,533
Zain	8,393	9,164	9,507	9,982	11,880
STC	4,392	5,460	6,574	7,887	9,426
OLOs	4,270*	4,270	4,270	4,270	4,270

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

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	2,999	2,811	2,726	2,790	2,722
Zain	375	430	544	761	932
STC	298	312	375	545	614
OLOs	3,464*	3,464	3,464	3,464	3,464
Total	153,786	157,029	159,849	162,842	165,841

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

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Batelco	281,504	291,284	314,086	323,213	311,651
Zain	343,899	351,095	371,245	364,031	416,749
STC	292,473	288,493	335,371	344,161	334,733

Mobile Broadband subscriptions – (Postpaid)

Batelco	317,631	322,288	331,732	340,211	350,955
Zain	145,595	145,539	146,727	149,412	163,312
STC	441,088	444,157	460,316	457,393	460,810
Total**	1,822,190	1,842,856	1,959,477	1,978,421	2,038,210

*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		
	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	-
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	328,716	308,831	305,888
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

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	96,081	56,308	213,262
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
Pay-per-use	12,795	262	869	12,736	281	841	12,399	280	968	1,860	248	883	1,847	239	691
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	662,606	580,061	795,543

*Decrease as part of Batelco's recent package optimization exercise.