

Quarterly Market Indicators Report

Q1 2023

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














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Main Telecom Market Indicators (Q1 2022- Q1 2023)

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
 Mobile subscribers	1,990,167	2,038,167	2,101,013	2,141,263	2,151,525
 Mobile penetration	127%	130%	134%	137%	137%
 Mobile prepaid subscriptions	1,349,741	1,381,766	1,429,680	1,443,024	1,447,419
 Mobile postpaid subscriptions	640,426	656,401	671,333	698,239	704,106
 Average outgoing minutes from mobile (Domestic & Inter.)	192	182	168	171	160
 Fixed telephony subscriptions	238,889	235,042	230,587	227,787	216,772
 Fixed telephony penetration (Excluding ISDN)	15%	15%	15%	14%	14%
 Domestic monthly average minutes per line	64	56	85	88	86
 International outgoing minutes (Mobile)	245,696,366	255,307,019	247,953,561	240,338,196	215,775,287
 International outgoing minutes (Fixed telephony)	1,563,691	1,372,534	2,123,776	2,186,405	2,312,979
 Mobile broadband subscriptions	2,193,215	2,235,661	2,289,066	2,319,717	2,303,554
 Mobile broadband penetration rate	140%	143%	146.3%	148.5%	147.2%
 Fixed broadband subscriptions	169,352	171,026	173,385	174,063	175,701
 Fixed broadband penetration per household*	66%	66%	67%*	68%	68%
 Total data usage (Petabyte)	389	390	410	420	434
 Average total data usage per month per subscription	55	54	55	56	58

Main Telecom Market Indicators for Q1 2023



Mobile subscribers: **2,151,525**
Penetration: **137%**

Average Int. & Domestic minutes per month per mobile subscription: **160**

Average data usage per mobile broadband subscription*: **13.29 GB**

Fixed telephony subscriptions (Exclud. ISDN): **216,772**

Penetration: **14%**

Fixed Wired Telephony subscriptions **95%**

Fixed Wireless Telephony subscriptions: **5%**

Mobile Broadband subscriptions: **2,303,554**

Mobile Broadband penetration rate: **147.2%**

Fixed Broadband subscriptions: **175,701**

Fixed Broadband penetration rate per household: **68%*****



Mobile Prepaid subscriptions: **1,447,419**

Mobile postpaid subscriptions: **704,106**

% of prepaid out of Mobile market subscriptions: **67%**

% of postpaid out of Mobile market subscriptions : **33%**

Domestic monthly average minutes per line: **86**

International Outgoing Minutes (Mobile): **215,775,287**

International Outgoing Minutes (Fixed telephony): **2,312,979**

Total Data Usage: **434 Petabyte**

Fixed Broadband Traffic: **243 Petabyte**

Mobile Broadband Traffic: **191 Petabyte**

Avg. Traffic per broadband subscription per month: **58 GB**

Avg. Fixed Broadband Traffic per month: **461 GB**

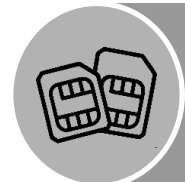
Avg. Mobile Broadband Traffic per month**: **28 GB**

*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 2023)

2,151,525 Subscriptions

137% Penetration rate

Q1 2022

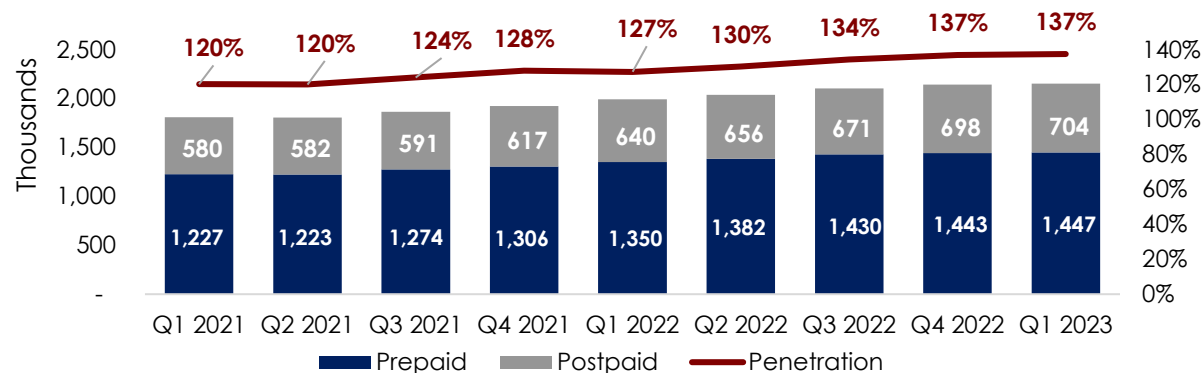
1,990,167

Q1 2023

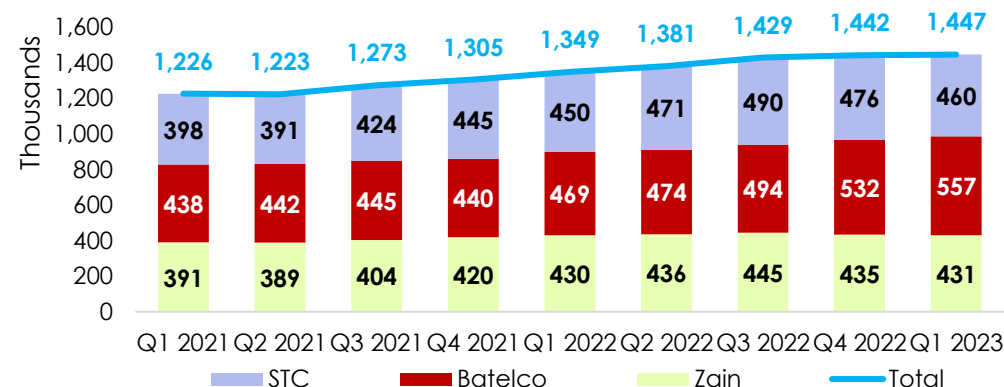
2,151,525

8%

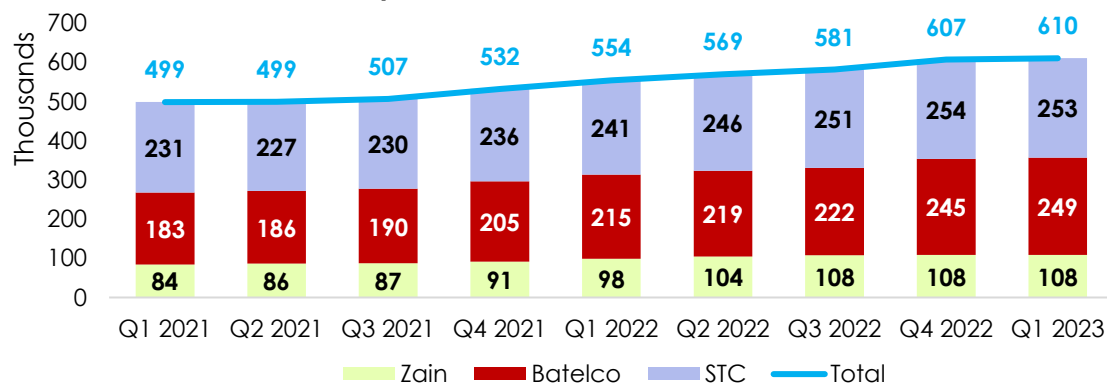
Number of Mobile Subscriptions & penetration



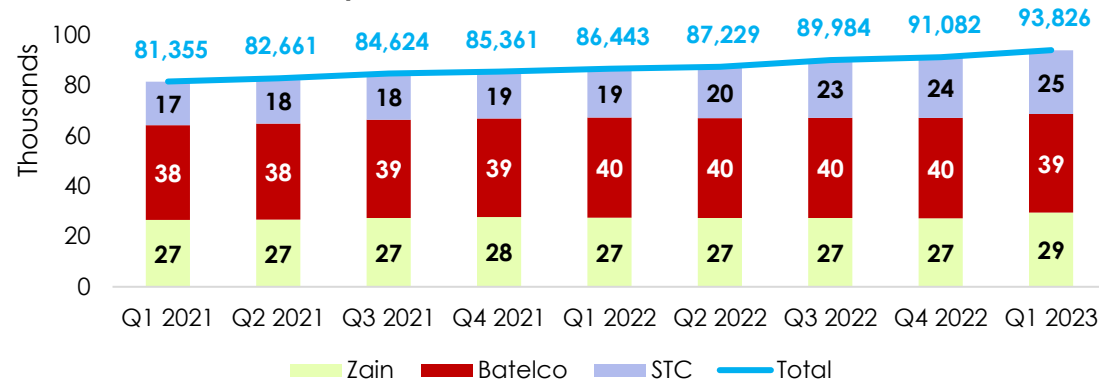
Prepaid subscribers - Residential**



Postpaid subscribers - Residential



Postpaid subscribers - Non Residential



Population***	2020	2021	2022	2023
By IGA	1,472,204	1,504,365	1,565,000	1,565,000

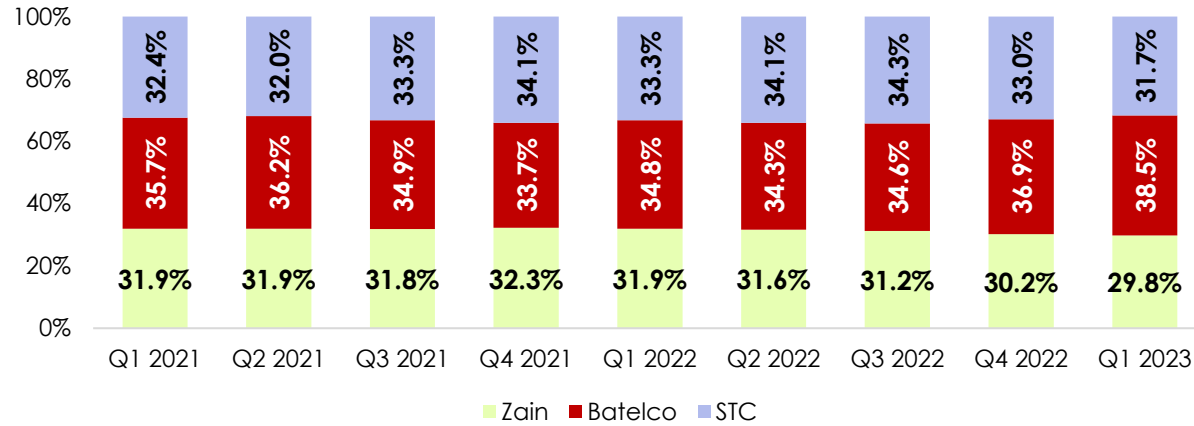
* Data for Prepaid Non-residential subscribers not yet available for 2/3 MNOs.

** Increase in prepaid subscribers is due to an operator activating voice on its prepaid standalone mobile broadband packages.

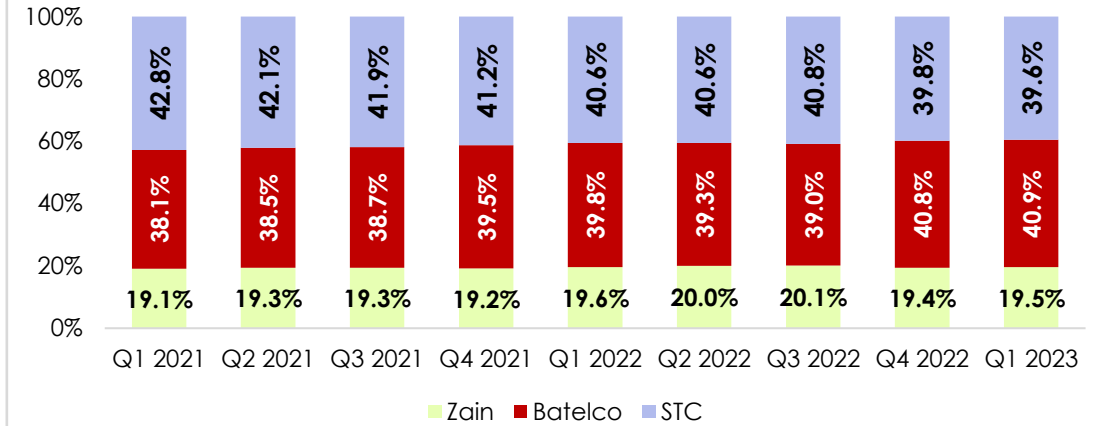
** Source: Population for 2022-2023 is based on IGA population projection for 2022.

Mobile services: Subscriptions (2/2)

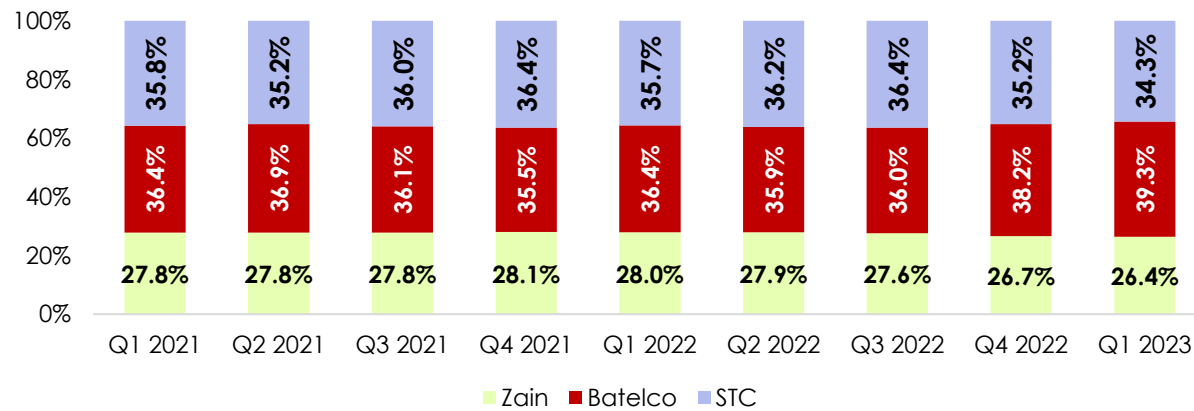
Prepaid Market Share %



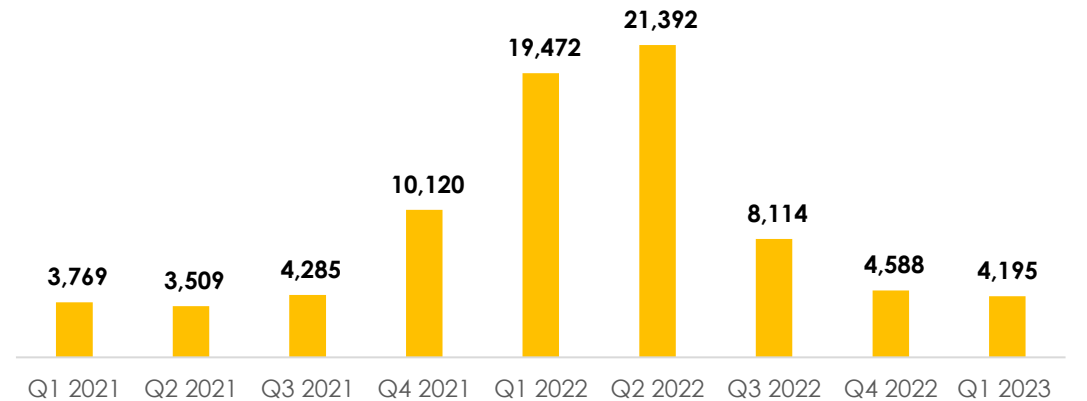
Postpaid Market Share %



Total Mobile Market share



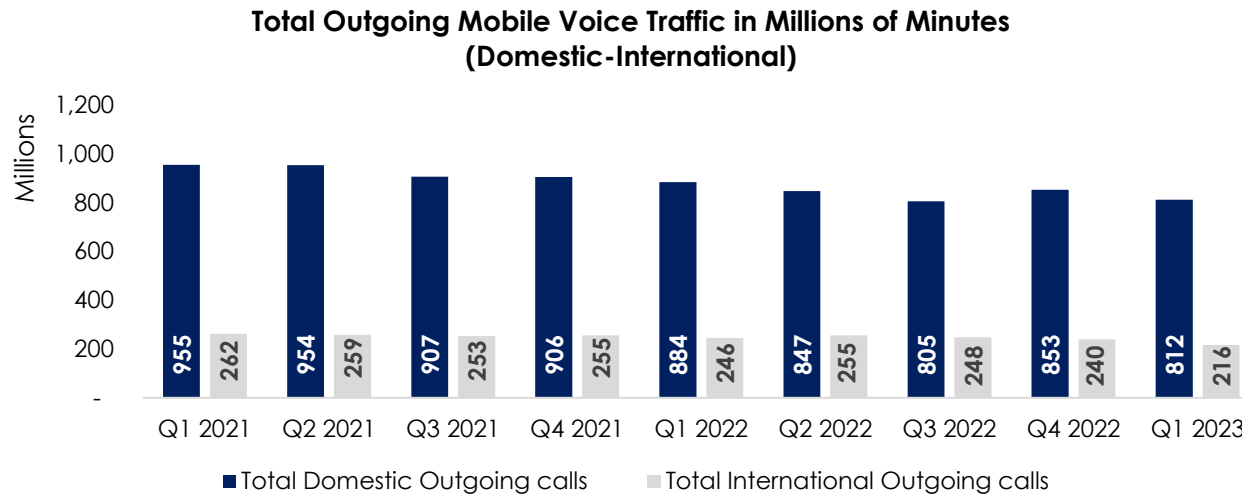
Number of Accepted Mobile Porting Requests



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



Total Outgoing Traffic in Minutes
(Domestic + International)*



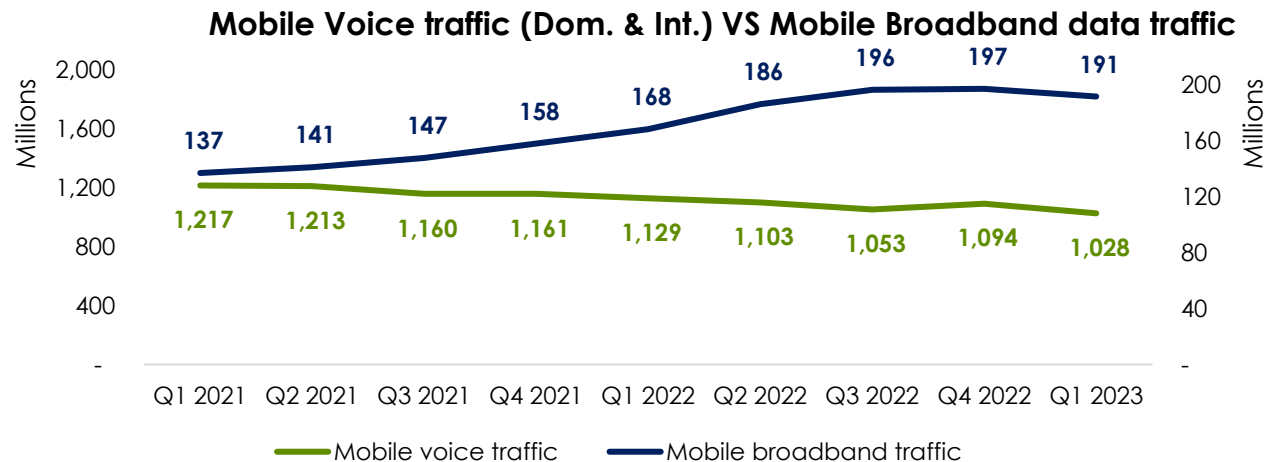
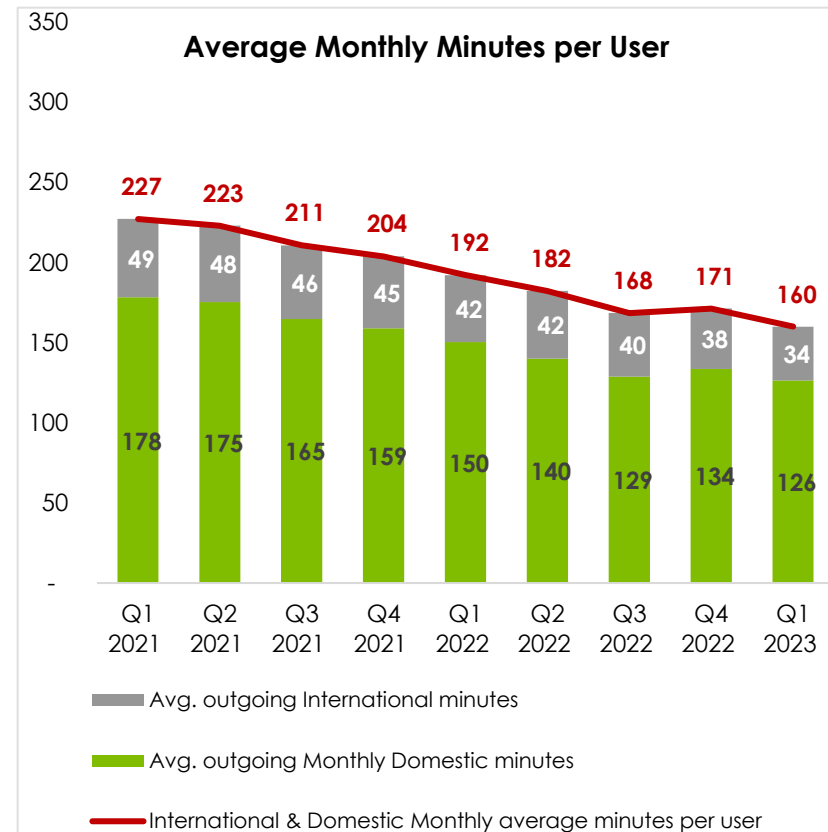
Q1 2022

1,129,396,586

Q1 2023

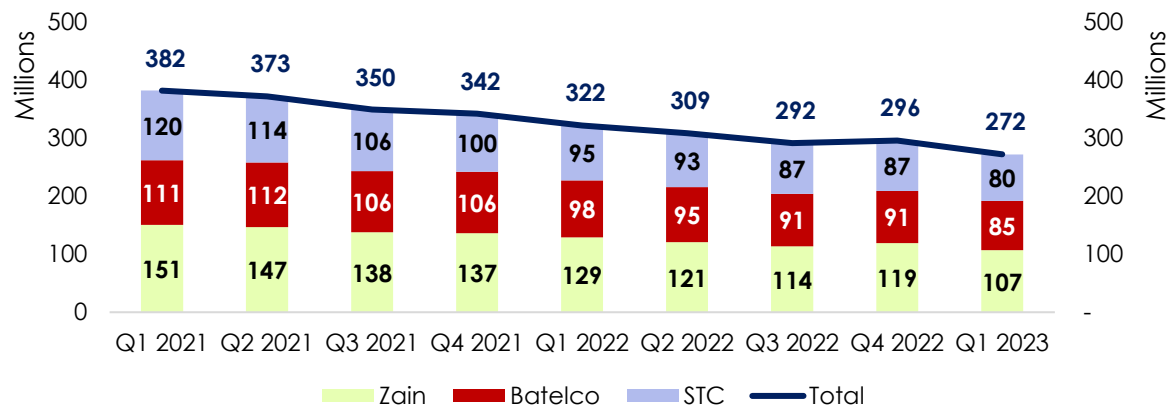
1,027,535,137

▼ 9%

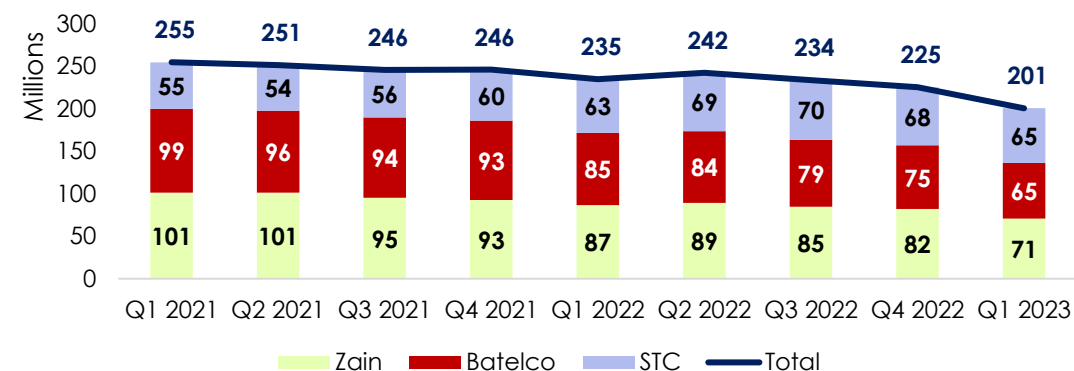


Mobile services: Traffic* (Minutes) (2/2)

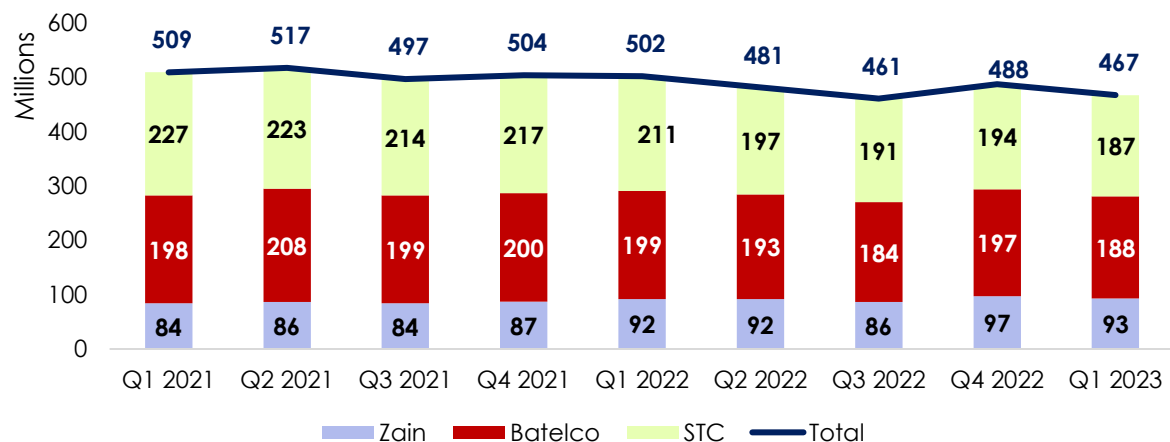
Prepaid Domestic Outgoing traffic (minutes) - residential



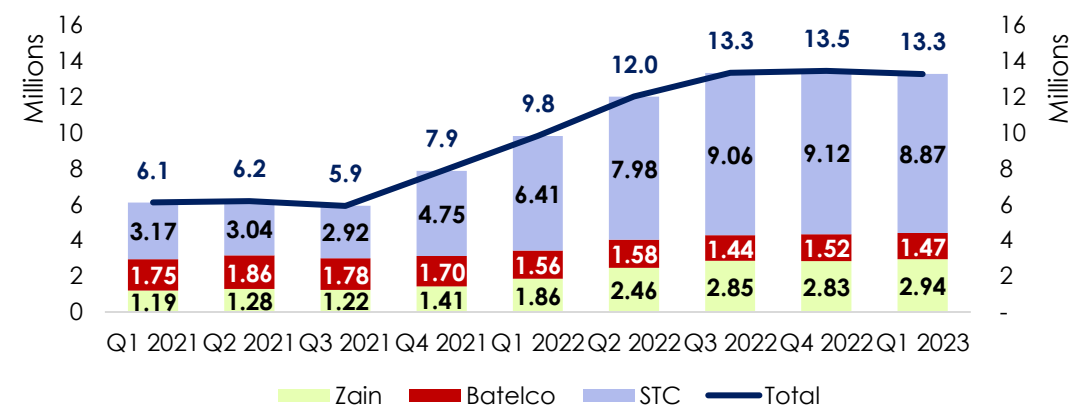
Prepaid International Outgoing traffic (minutes) - residential



Postpaid Domestic Outgoing traffic (minutes) - residential



Postpaid International Outgoing traffic (minutes) - residential



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

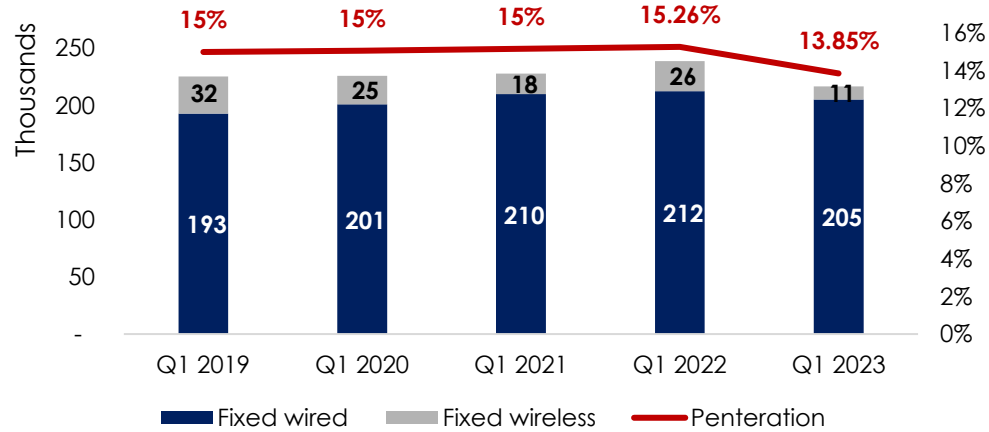
** Increase in second half of 2021 is due to an operator launching a new postpaid plan offering International minutes.

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

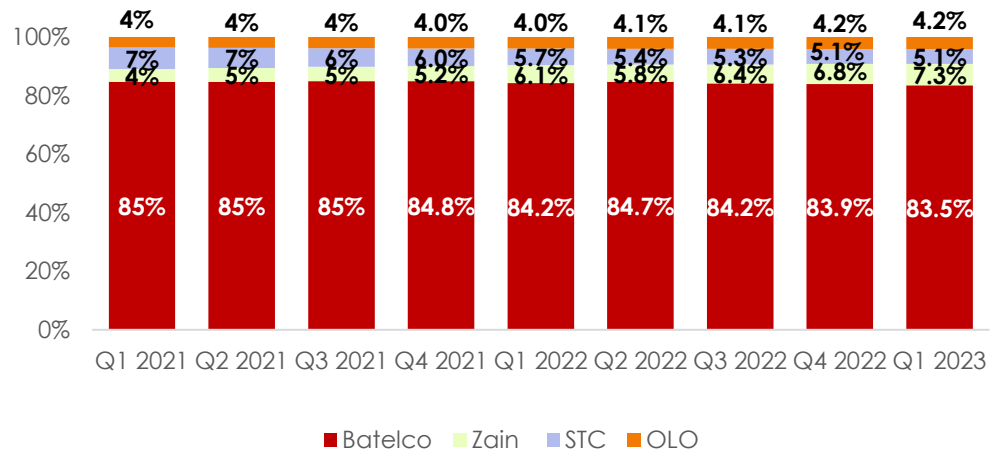


No. of fixed telephony subscriptions
(Excluding ISDN)

Number of Fixed Lines**



Fixed line Services Market Share



End of Q1 2022

238,889

15% Penetration rate

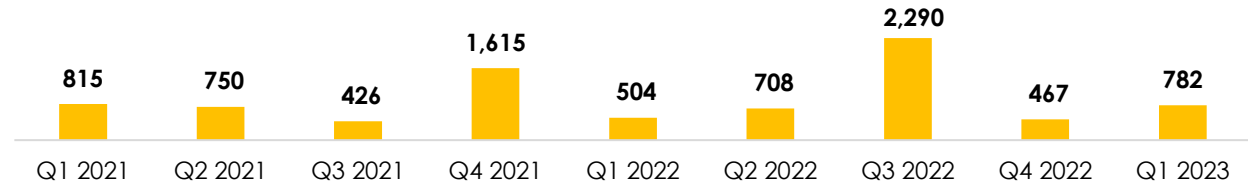
End of Q1 2023

216,772

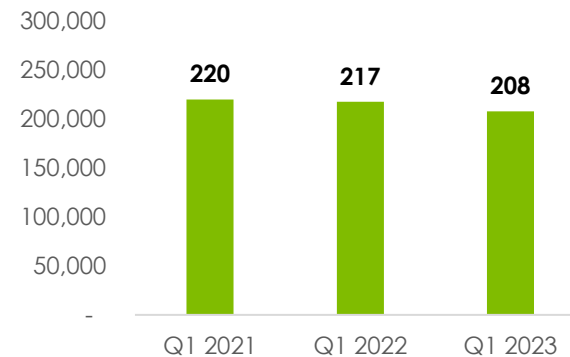
13.8% Penetration rate

	2019	2020	2021	2022	Q1 2023
Q1 2023	224,962	228,121	227,133	227,787	216,772
% of Fixed Wired	88%	92%	93%	94%	95%
% of Fixed Wireless	12%	8%	7%	6%	5%

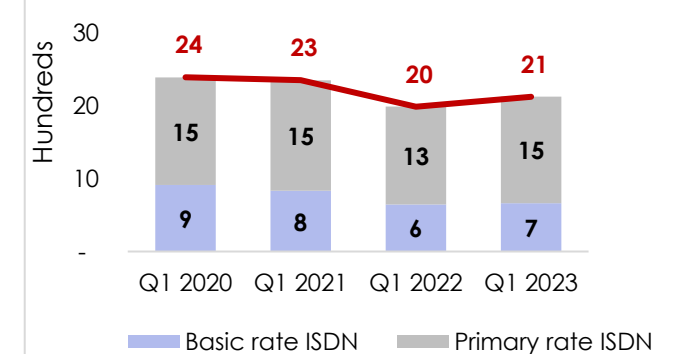
Number of Accepted Fixed Line Porting Requests



Total VoIP Subscriptions



Total ISDN



*Includes VoIP as of 2021 but excludes ISDN.

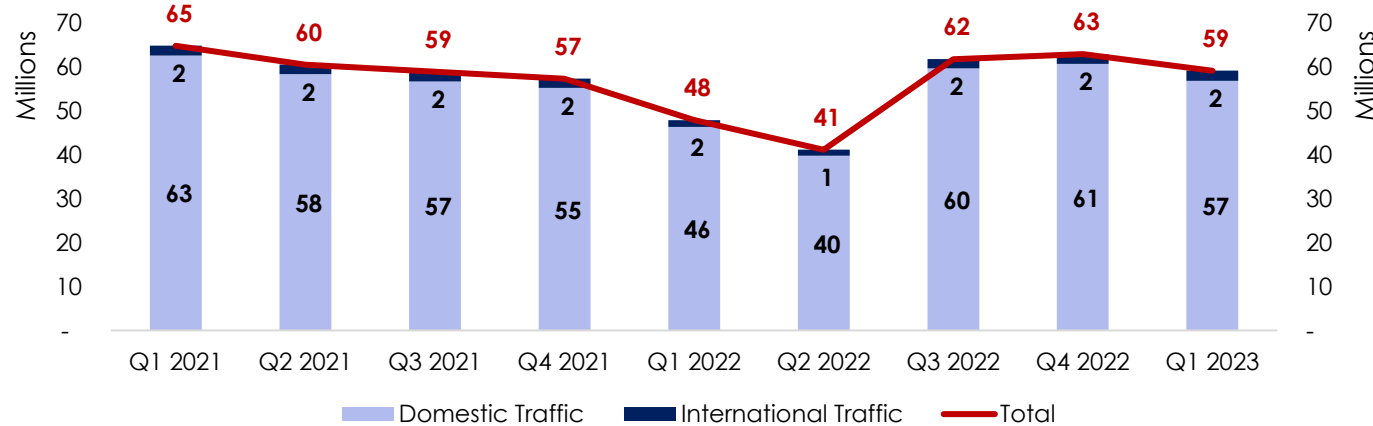
**In 2023, an operator merged its TDD and FDD subscriptions under one figure, hence the drop shown under Fixed wireless subscriptions.

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

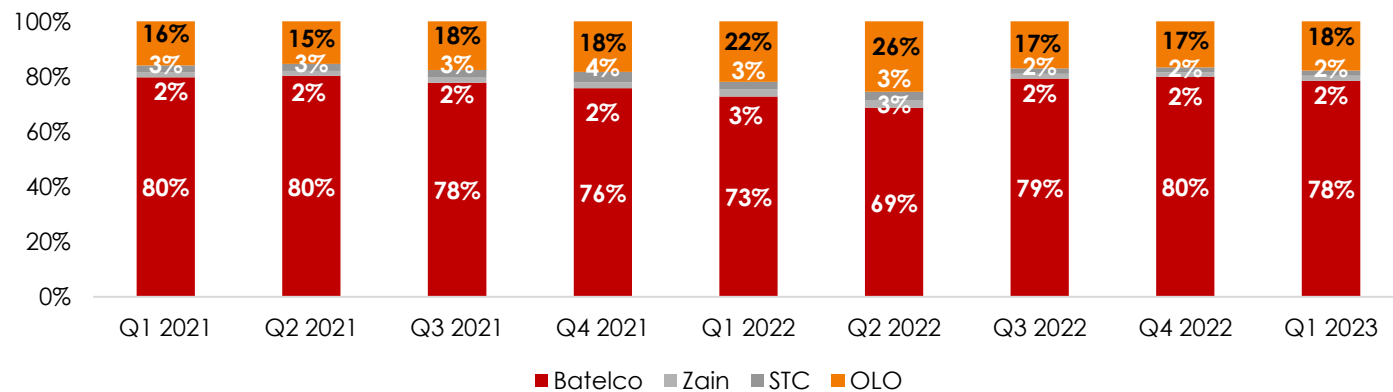


Total fixed domestic outgoing traffic in minutes**

Fixed line Domestic & International Outgoing traffic***



Fixed line Domestic market share by operators



* Includes VoIP and ISDN traffic.

** Domestic outgoing traffic for OLOs revised from 2020 onwards. Further, Q1 & Q2 2022 traffic is under review.

*** Number from Q3 2020 onwards revised to an operator's revision of data

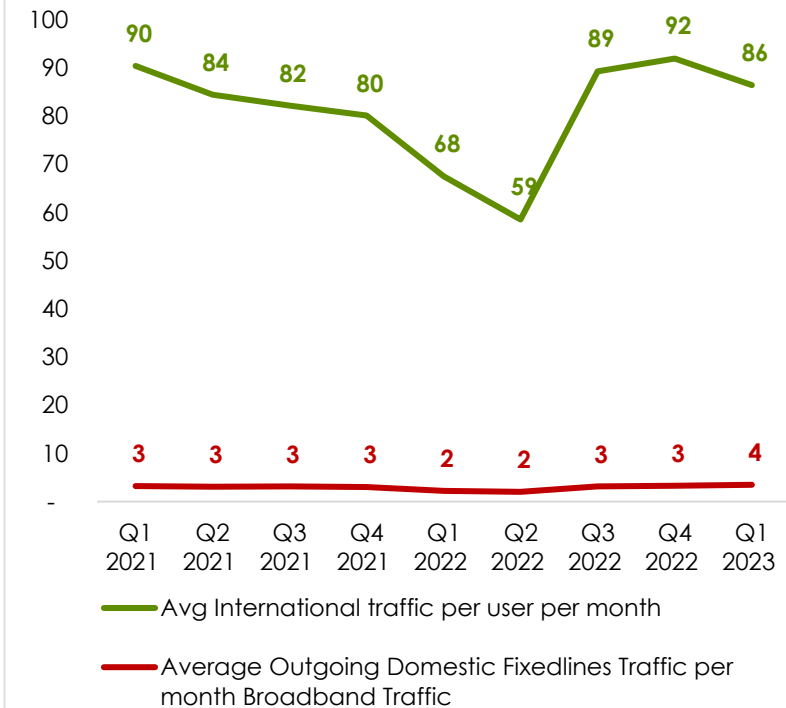
Q1 2022

47,857,382

Q1 2023

59,120,545

Monthly Average Outgoing Domestic & International Minutes Per Subscription



Broadband services: Subscriptions* (1/2)



No. of broadband subscriptions (End of Q1 2023)

2,479,255

158% Penetration rate

Q1 2022

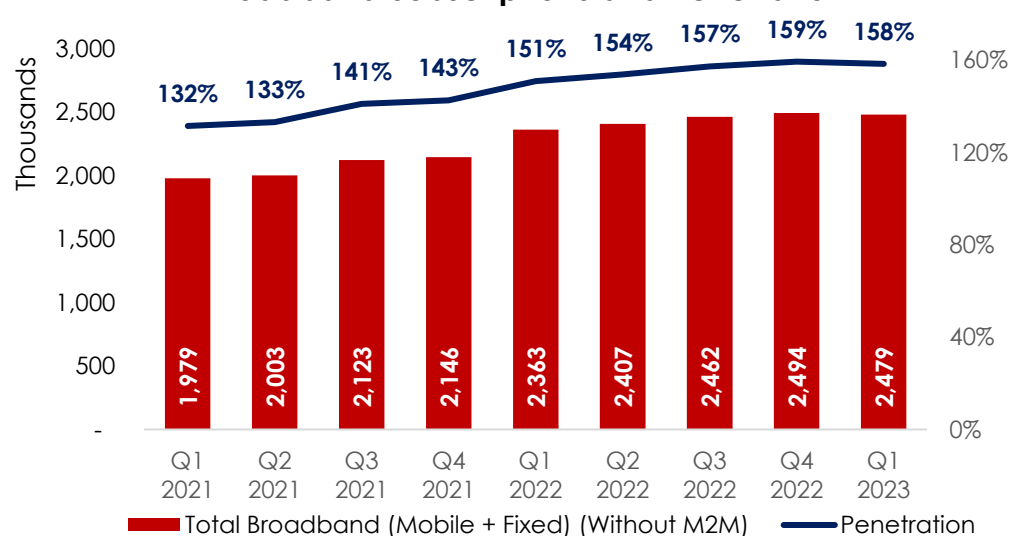
2,193,215

Q1 2023

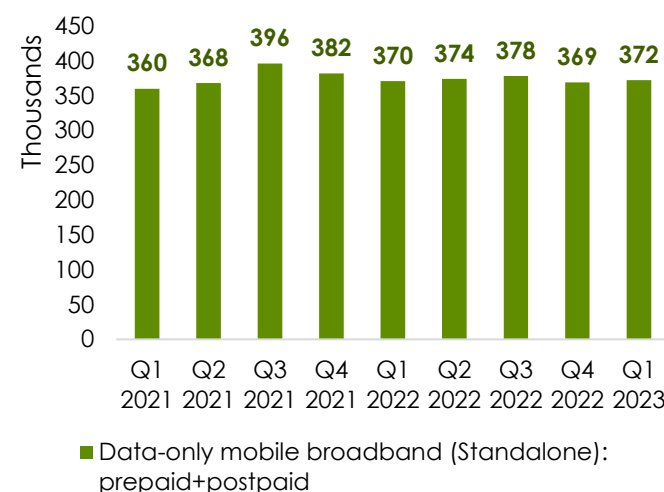
2,479,255

▲
5%

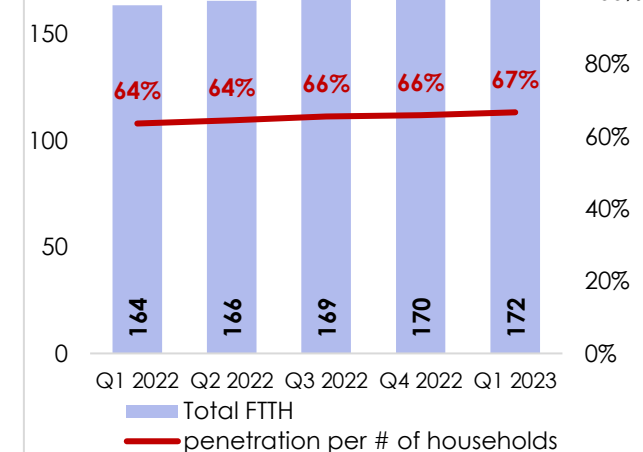
Broadband Subscriptions and Penetration**



Mobile Broadband (using 4G/5G/TDD/FDD LTE)



Fiber subscriptions and household penetration***



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



Mobile Broadband – Q1 2023



Proportion of broadband subscriptions by access type – Q1 2023



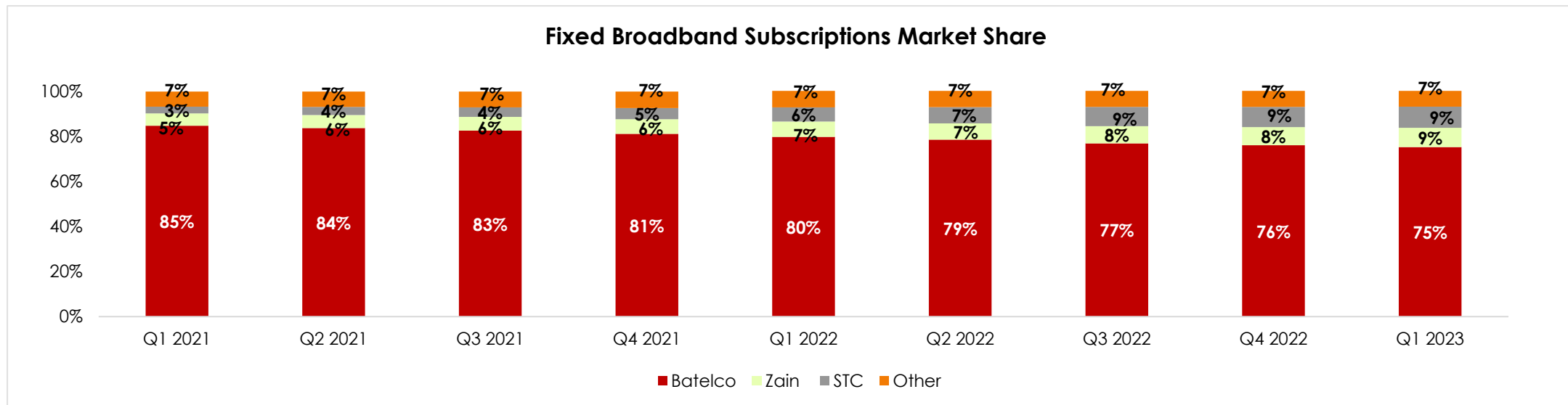
* Doesn't include M2M.

** Increase in subscriptions is due to Batelco correcting its reporting of Add-on to voice and Pay-per-use to match ITU definition of 90-days instead of 30-days. Also, newly activated SIMs that had an active add-on weren't reported previously.

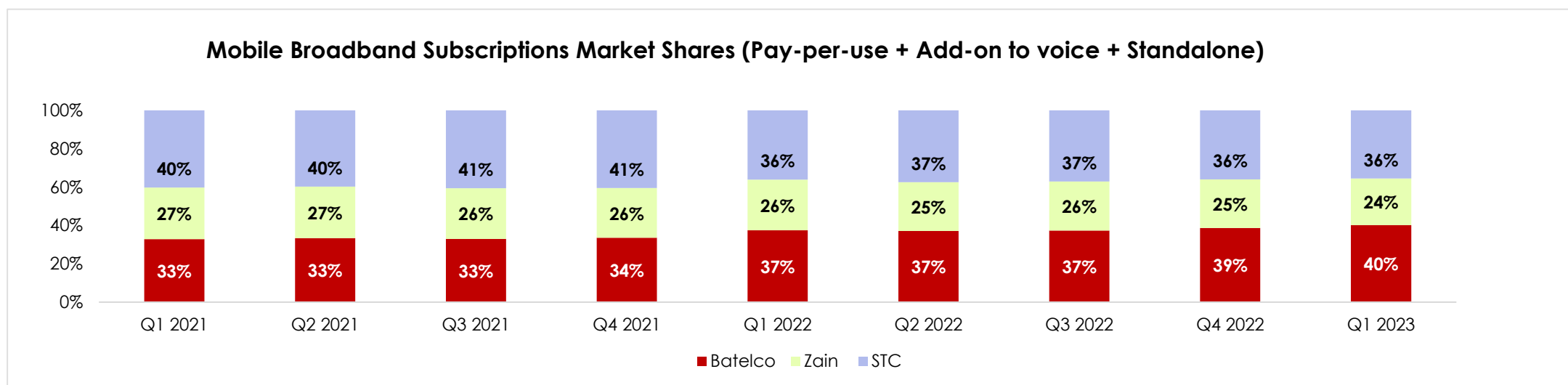
*** Includes BTC, STC and Zain data only.

# of Households	2020	2021	2022	2023
By IGA	245,983	257,268	257,268	257,268

Broadband services: Subscriptions** (2/2)



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

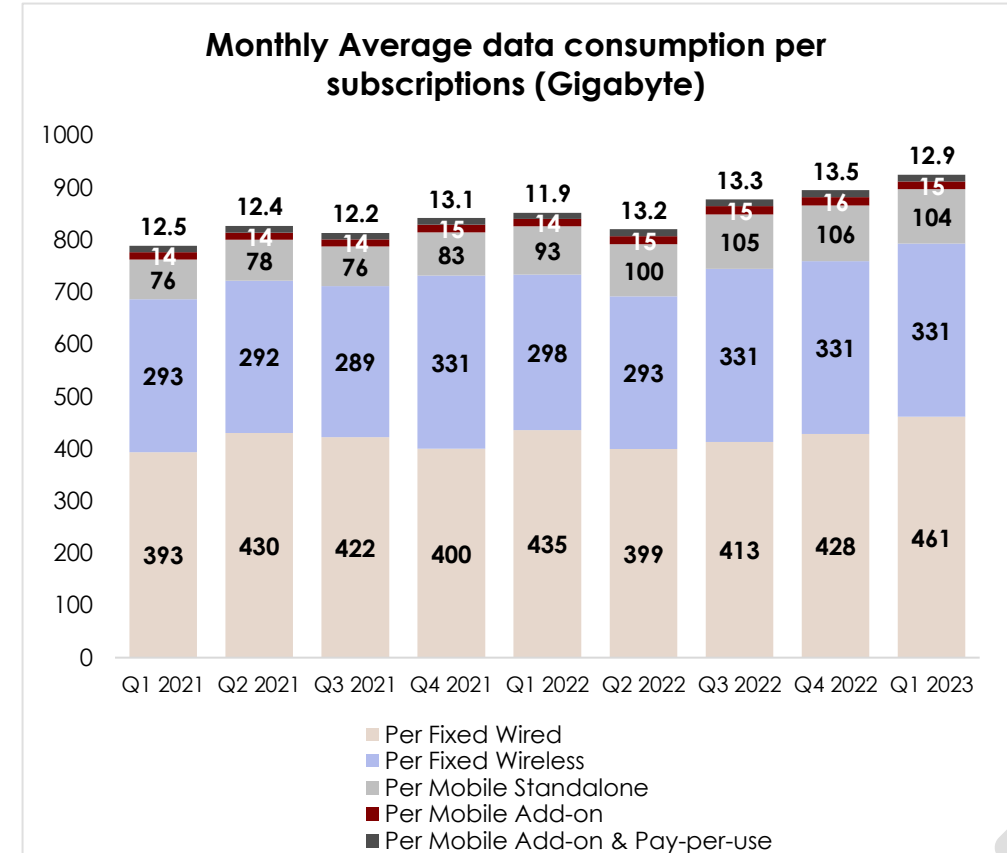
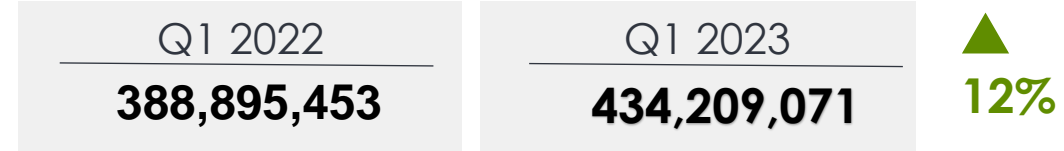
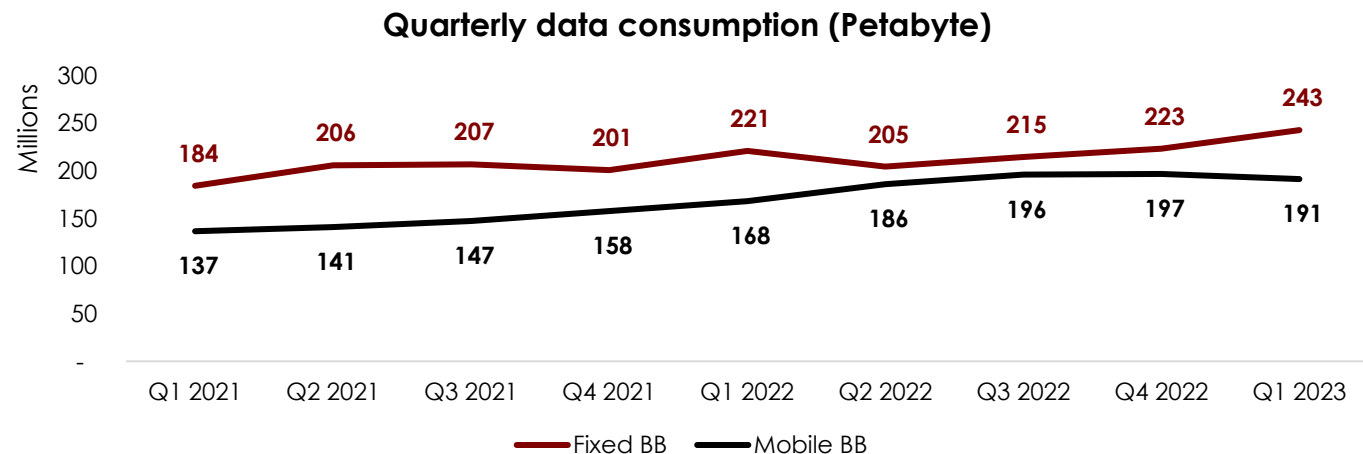
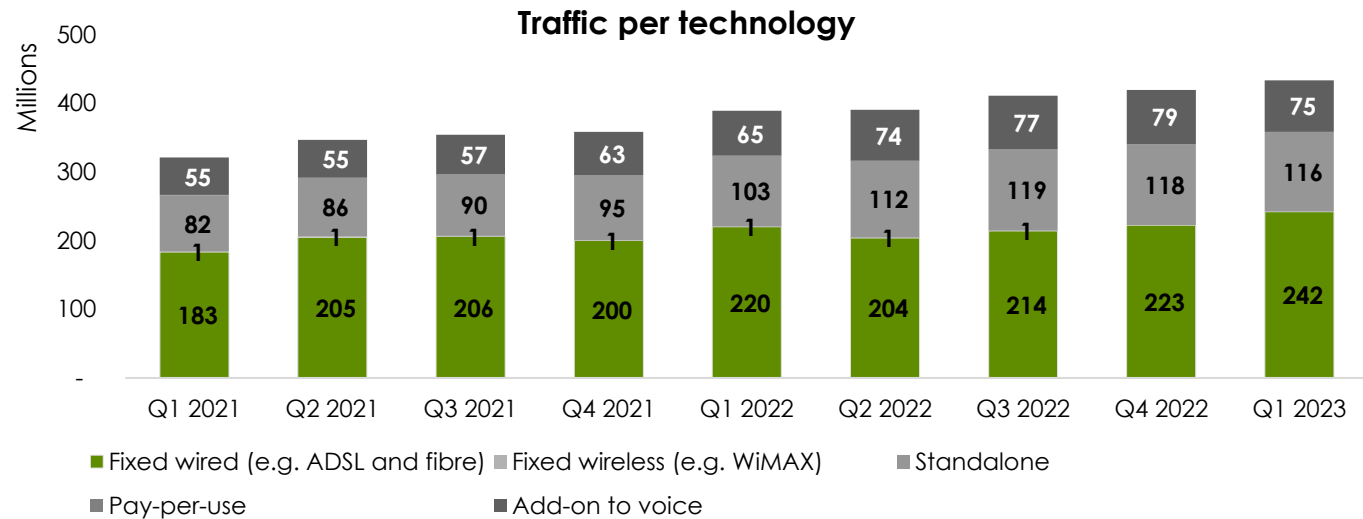


** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2



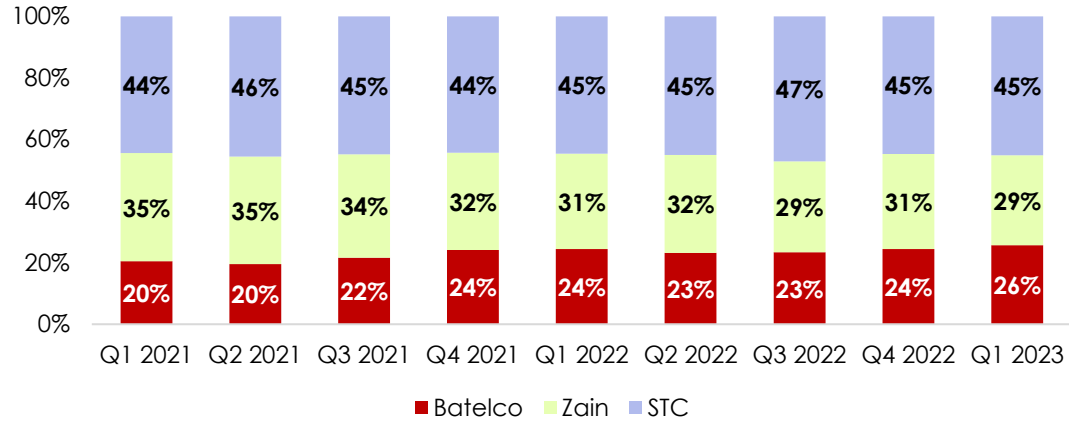
Total data traffic in Gigabyte



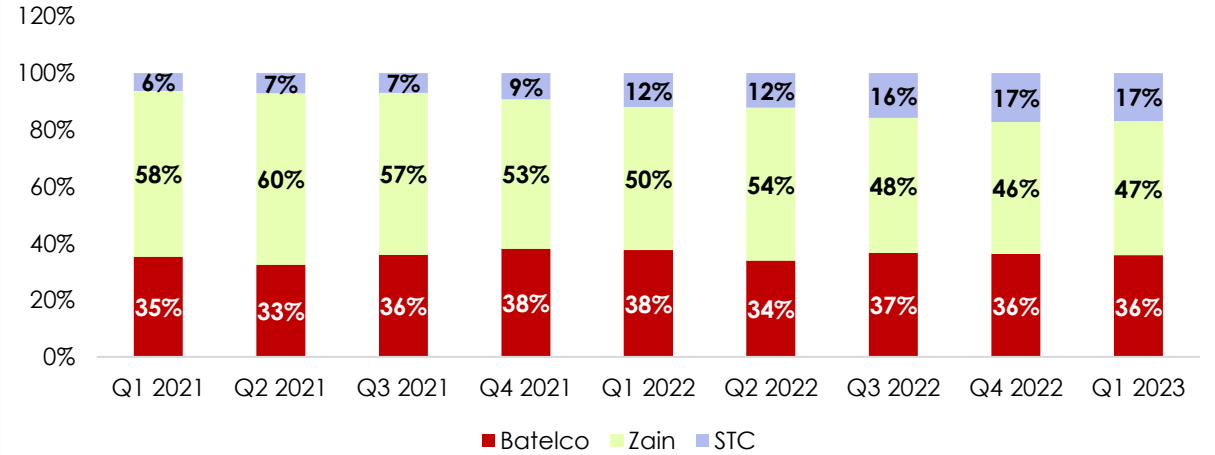
*Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

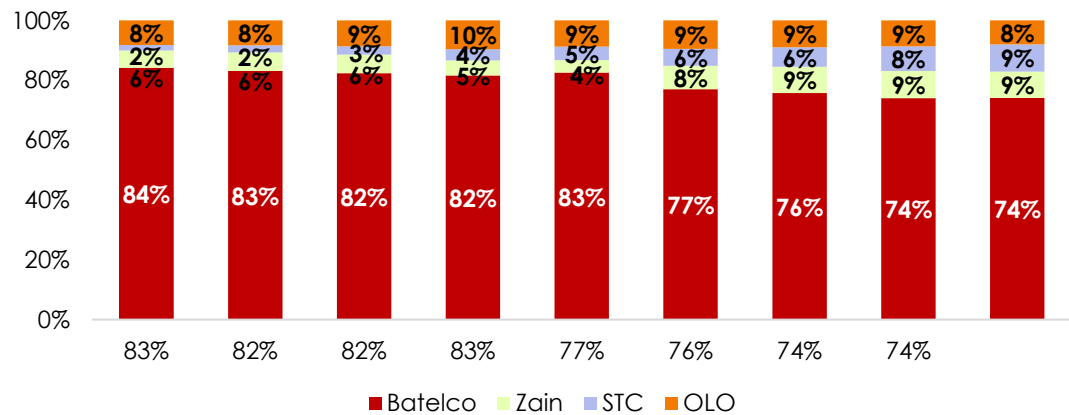
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)



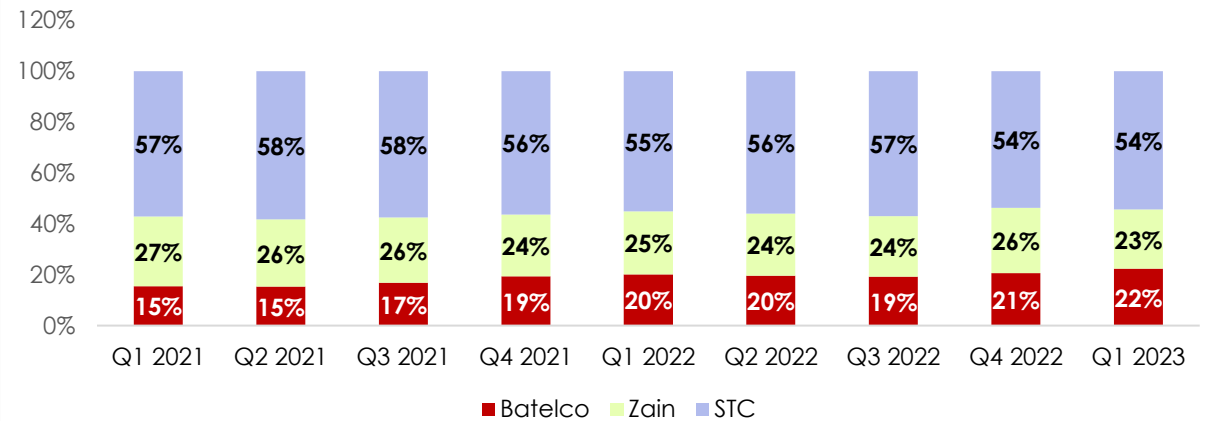
Mobile Broadband Traffic Market Share - Prepaid



Fixed Broadband Traffic Market Share*

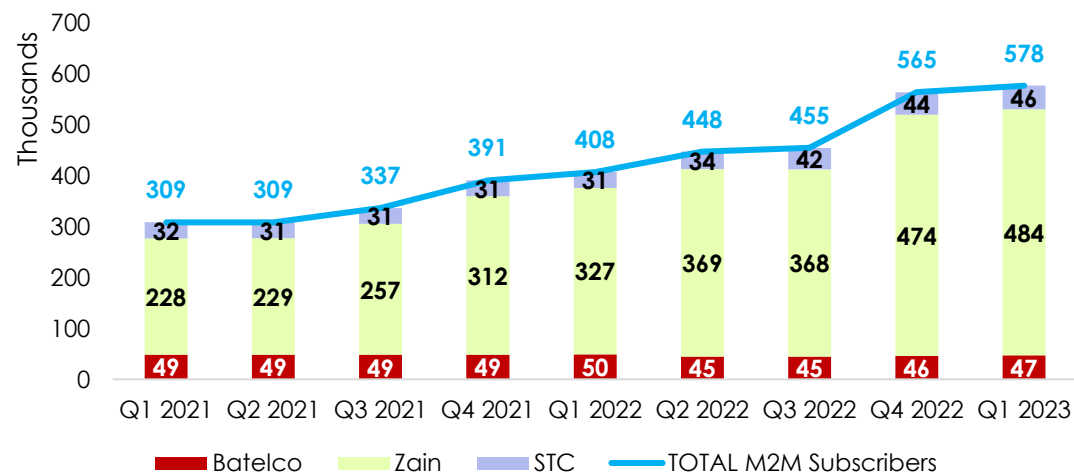


Mobile Broadband Traffic Market Share - Postpaid

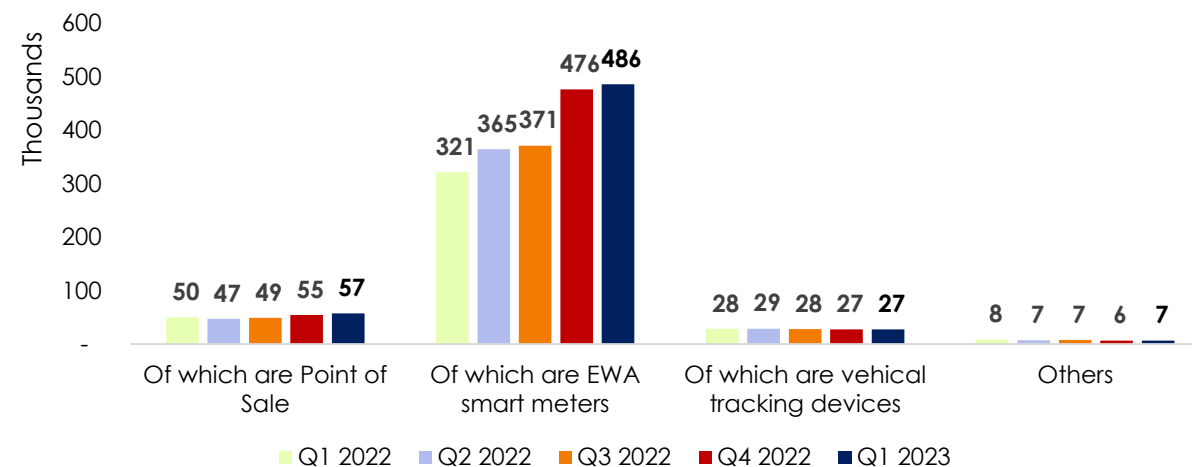


M2M Subscribers & Traffic

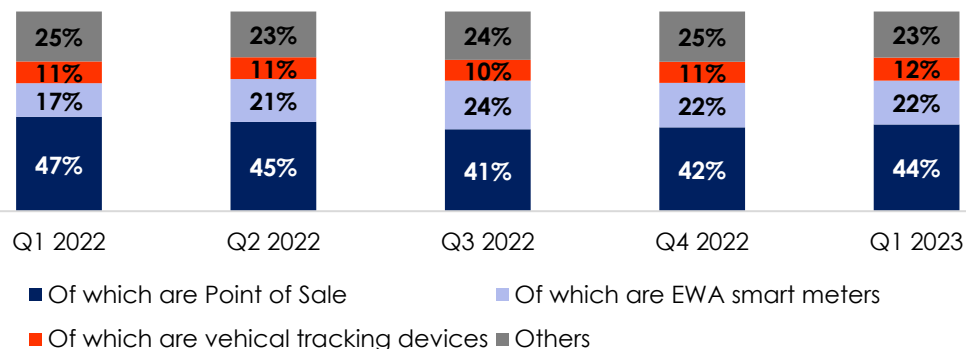
M2M Subscribers (Thousands)



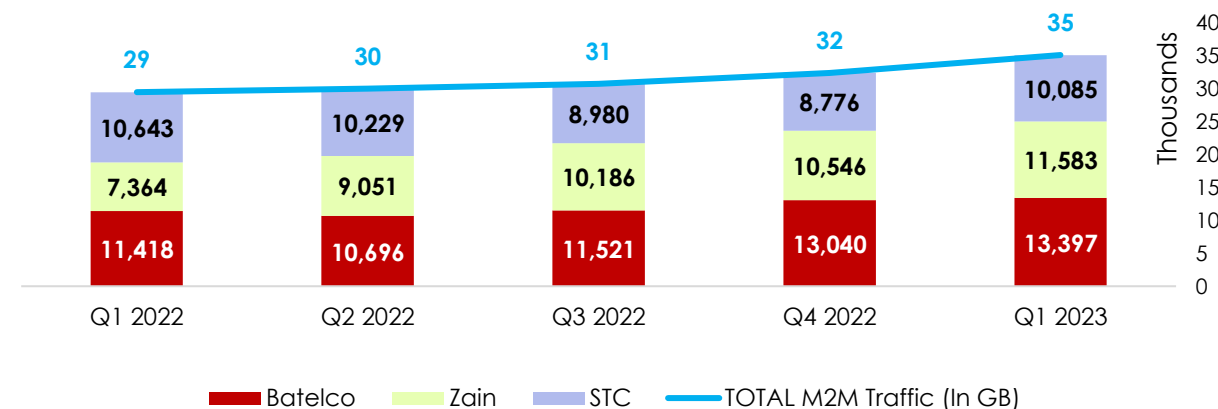
M2M Subscribers by type



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 non- <u>residential</u> subscribers				
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	469,295	474,024	494,067	532,275	556,874	N/A	N/A	N/A	N/A	N/A
Zain	430,177	436,473	445,257	434,705	430,536	683	640	494	525	502
STC	449,568	470,630	489,862	475,519	459,507	N/A	N/A	N/A	N/A	N/A
Total	1,349,058	1,381,127	1,429,186	1,442,499	1,446,917	683	640	494	525	502
Postpaid <u>residential</u> subscribers						Postpaid non- <u>residential</u> subscribers				
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	215,136	218,599	222,288	244,879	248,746	39,738	39,675	39,797	39,851	39,100
Zain	98,189	104,227	107,815	108,322	108,185	27,359	27,253	27,253	27,109	29,445
STC	240,658	246,346	251,246	253,956	253,349	19,346	20,301	22,934	24,122	25,281
Total	553,983	569,172	581,349	607,157	610,280	86,443	87,229	89,984	91,082	93,826

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	133,444	131,406	129,651	128,325	127,599
Zain	12,770	11,879	12,690	13,381	14,072
STC	9,913	9,154	8,515	7,991	7,972

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

Batelco	57,338	57,744	54,968	53,891	53,386
Zain	983	1,177	1,279	1,459	1,672
STC	2,940	2,935	3,165	3,044	2,991
OLOs*	9,080	9,080	9,080	9,080	9,080
Total**	226,468	223,375	219,348	217,171	216,772

* Includes residential & non-residential

** Excluding ISDN

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

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Basic-rate ISDN	645	688	679	665	662
Primary-rate ISDN	1,340	1,463	1,470	1,467	1,459
Total	1,985	2,151	2,149	2,132	2,121

Fixed Broadband subscriptions – raw data

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

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	132,533	131,819	131,049	130,106	129,974
Zain	10,646	11,154	11,984	12,693	13,394
STC	9,426	10,968	13,098	13,428	14,078

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

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	2,722	2,606	2,451	2,399	2,349
Zain	909	1,128	1,231	1,417	1,625
STC	1,163	1,389	1,723	2,164	2,414
OLOs (res+nonres)	12,244	12,244	12,244	12,244	12,244
Total	169,732	171,413	173,780	174,451	176,078

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

** in 2023, an operator amended its reporting starting Jan-22 to include business fiber over BNet WBS.

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	469,295	474,024	494,067	532,275***	556,874
Zain	416,749	395,770	405,792	404,159	373,068
STC	351,007	388,649	403,612	387,840	372,646

Mobile Broadband subscriptions – (Postpaid)

	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
Batelco	350,955	355,557	360,841	363,828	367,401
Zain	163,312	172,972	178,936	182,193	186,323
STC	441,897	448,689	445,818	449,422	447,242
Total**	2,193,215	2,235,661	2,289,066	2,319,717	2,303,554

* Refer to next slide for Mobile BB breakdown

** Excluding M2M

*** Increase in BTC prepaid Mobile BB is due to BTC revising definition to reflect subscriptions that had access to Internet in the last 90 days rather than 30 days previously (i.e. ITU definition).

**** Some operators data have been restated for 2022-2023

Breakdown of Mobile Broadband subscriptions – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q1 2022			Q2 2022			Q3 2022			Q4 2022			Q1 2023		
	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC
Standalone	0*	7,449	16,274	0*	5,036	15,123	0*	6,466	16,677	0	9,728	17,262	0	9,832	19,673
Add-on to voice	327,369	308,831	305,888	338,854	303,107	338,642	351,077	313,226	352,316	377,128**	309,561	341,176	359,082	304,075	326,762
Pay-per-use	141,926	100,469	28,845	135,170	87,627	34,884	142,990**	86,100	34,619	155,147	84,870	29,402	197,792	59,161	26,247

Mobile Broadband subscriptions – (Postpaid)

Standalone	96,159	56,308	196,988	97,283	60,111	199,230	98,756	63,156	196,340	79,098	66,157	196,639	79,555	67,535	195,518
Add-on to voice	253,027	106,765	246,857	256,421	112,601	251,913	260,244	115,540	252,519	282,910	115,822	252,356	286,996	118,607	251,312
Pay-per-use	1,847	239	691	1,853	260	555	1,841	240	465	1,820	214	427	850	181	412
Total	662,684	580,061	795,543	671,335	568,742	840,347	854,908	584,728	852,936	896,103	586,352	841,233	924,275	559,391	819,924

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

** Increase in BTC prepaid Add-on-to-voice and pay-per-use is due to BTC revising definition to reflect subscriptions that had access to Internet in the last 90 days rather than 30 days previously (i.e. ITU definition). Also, it did not include newly activated SIMs in the market that had active Add-on.