

Quarterly Market Indicators Report

Q3 2022

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Main Telecom Market Indicators (Q3 2021- Q3 2022)

Indicator	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
 Mobile subscribers	1,864,785	1,923,443	1,990,167	2,038,167	2,101,013
 Mobile penetration	124%	128%	127%	130%	134%
 Mobile prepaid subscriptions	1,273,659	1,306,175	1,349,741	1,381,767	1,429,680
 Mobile postpaid subscriptions	591,126	617,268	640,426	656,401	671,333
 Average outgoing minutes from mobile (Domestic & Inter.)	211	204	192	182	168
 Fixed telephony subscriptions	226,442	225,685	225,020	221,577	217,550
 Fixed telephony penetration	15%	15%	14%	14%	14%
 Domestic monthly average minutes per line	83	81	71	61	61
 International outgoing minutes (Mobile)	252,846,441	255,149,827	245,664,435	255,305,991	247,810,688
 International outgoing minutes (Fixed telephony)	2,197,489	2,112,565	1,664,131	1,407,662	1,321,200
 Mobile broadband subscriptions	1,959,477	1,978,421	2,038,376	2,080,424	2,292,572
 Mobile broadband penetration rate	130.3%	131.5%	130.4%	132.9%	146.5%
 Fixed broadband subscriptions	163,602	167,457	169,163	170,594	172,867
 Fixed broadband penetration per household*	64%	65%	66%	66%	67%*
 Total data usage (Petabyte)	339	342	373	409	426
 Average total traffic per month per subscription	56	56	59	61	58

Main Telecom Market Indicators for Q3 2022



Mobile subscribers: **2,101,013**
Penetration: **134%**

Average Int. & Domestic minutes per month per mobile subscription: **168**

Average data usage per mobile broadband subscription*: **14.4 GB**

Fixed telephony subscriptions (Exclud. ISDN): **217,550**

Penetration: **14%**

Fixed Wired Telephony subscriptions **94%**

Fixed Wireless Telephony subscriptions: **6%**

Mobile Broadband subscriptions: **2,292,572**

Mobile Broadband penetration rate: **146.5%**

Fixed Broadband subscriptions: **172,867**

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



Mobile Prepaid subscriptions: **1,429,680**

Mobile postpaid subscriptions: **671,333**

% 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): **247,810,688**

International Outgoing Minutes (Fixed telephony): **1,321,200**

Total Data Usage: **426 Petabyte**

Fixed Broadband Traffic: **230 Petabyte**

Mobile Broadband Traffic: **196 Petabyte**

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

Avg. Fixed Broadband Traffic per month: **443 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)

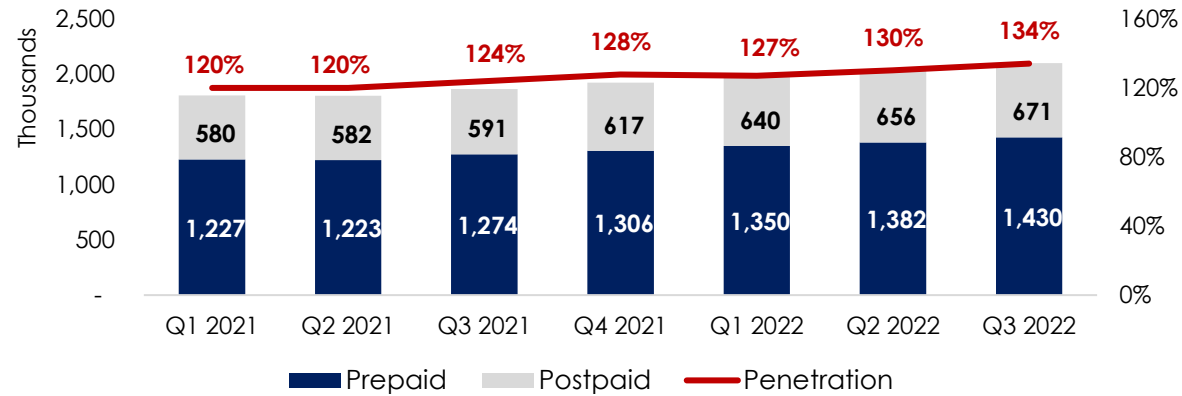


Number of Mobile subscriptions (End of Q3 2022)

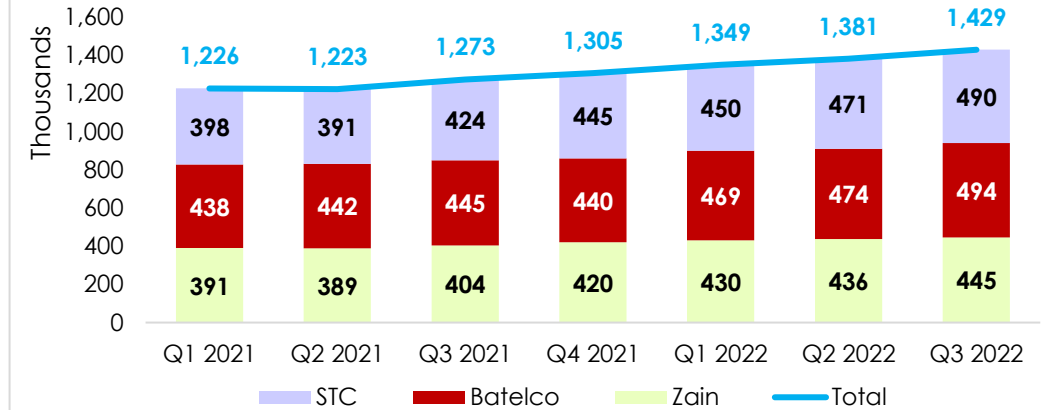
2,101,013 Subscriptions

134% Penetration rate

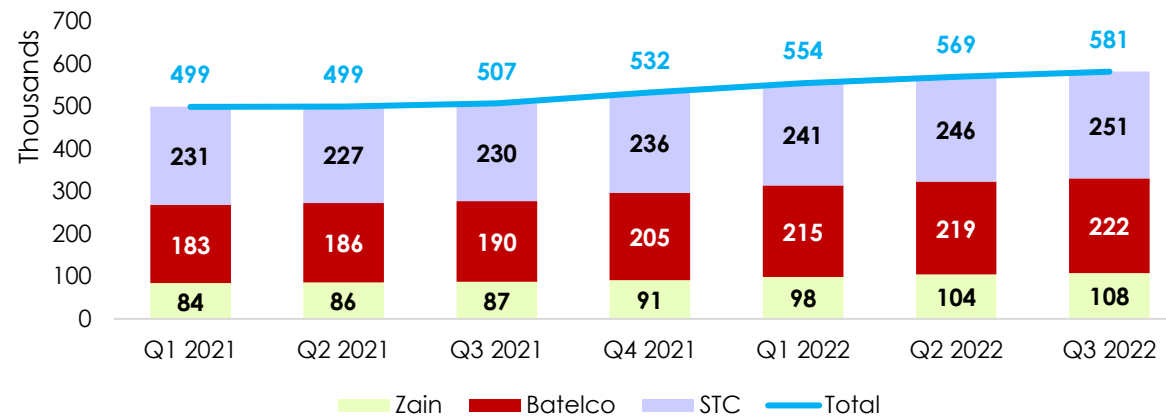
Number of Mobile subscriptions & penetration



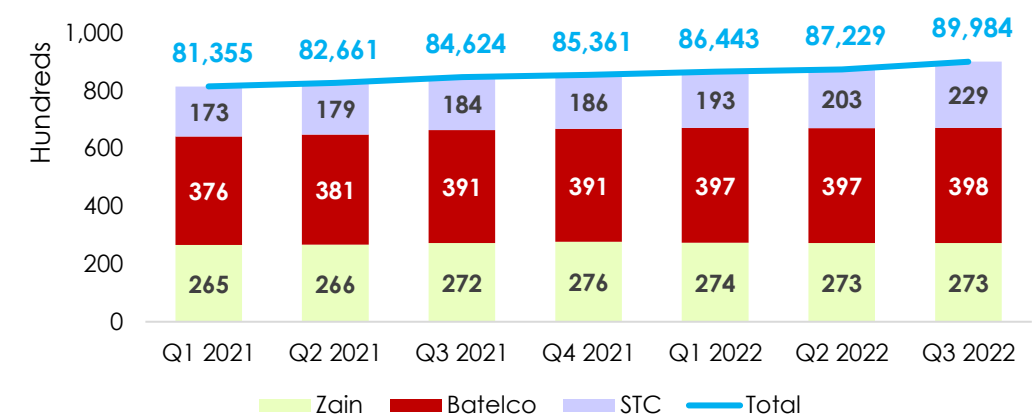
Prepaid subscribers - Residential*



Postpaid subscribers - Residential



Postpaid subscribers - Non Residential



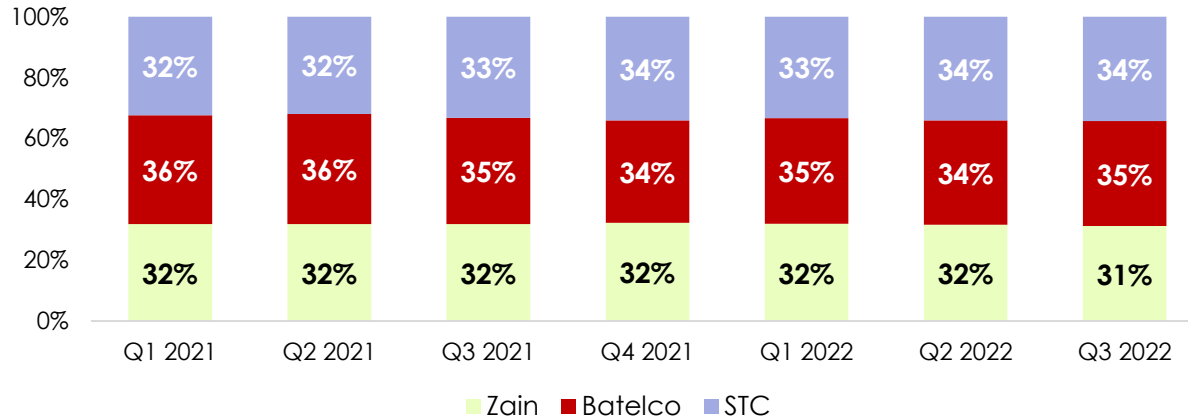
Population	2018	2019	2020	2021	2022**
By IGA	1,503,091	1,484,756	1,501,091	1,504,365	1,565,000

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

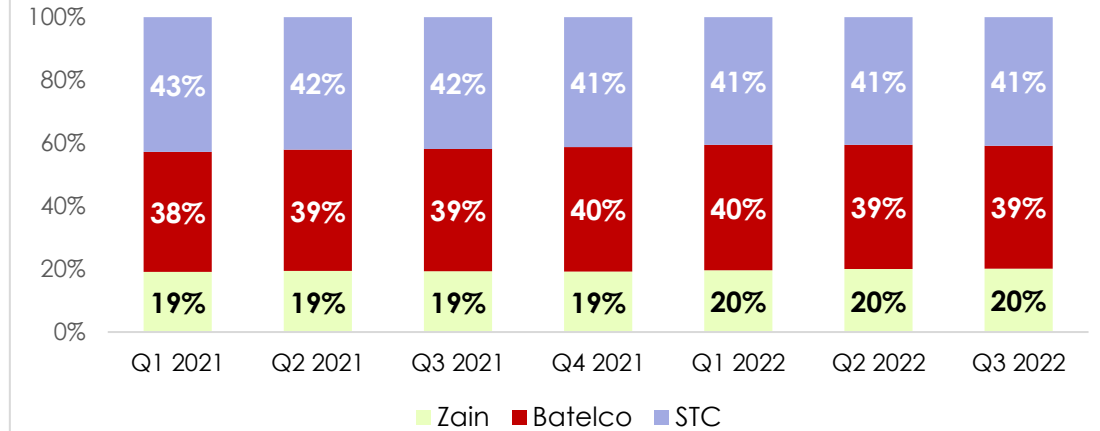
** Source: Population for 2022 is based on IGA population projection.

Mobile services: Subscriptions (2/2)

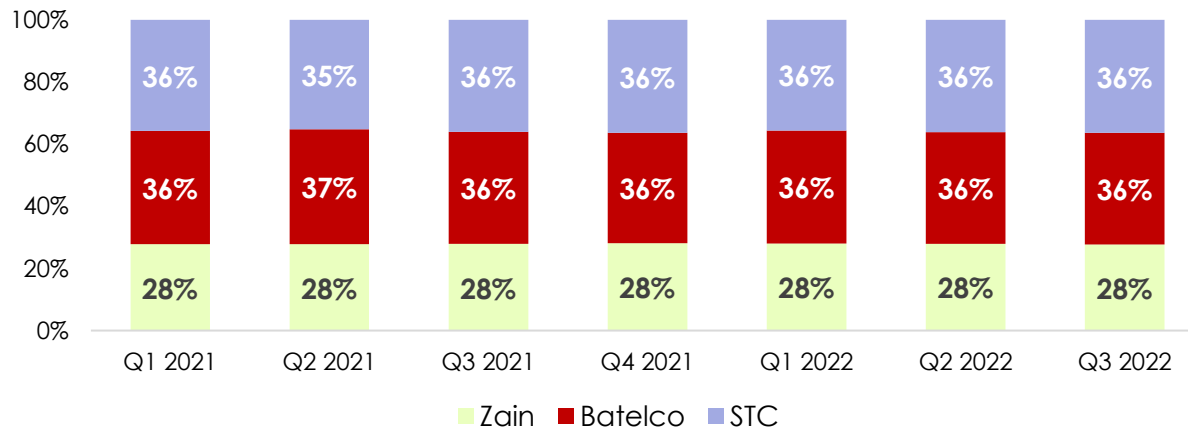
Prepaid Market Share %



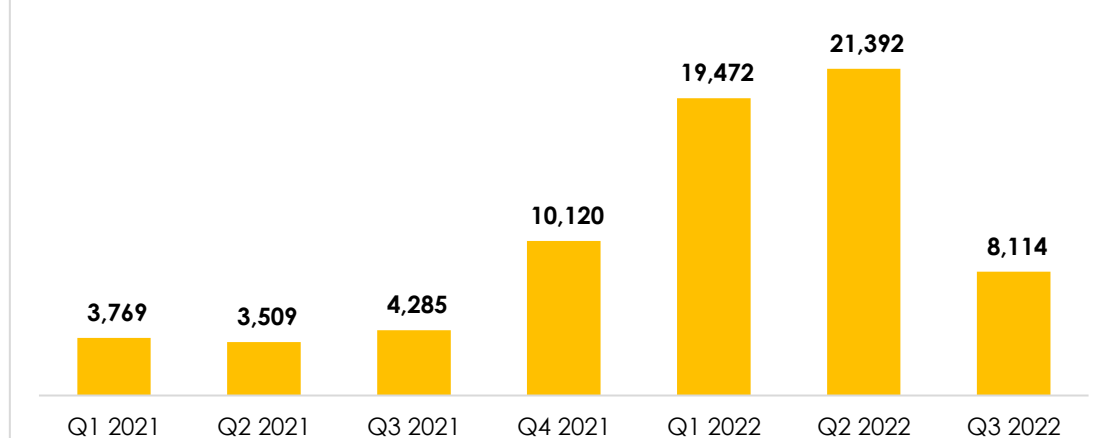
Postpaid Market Share %



Total Mobile Market share



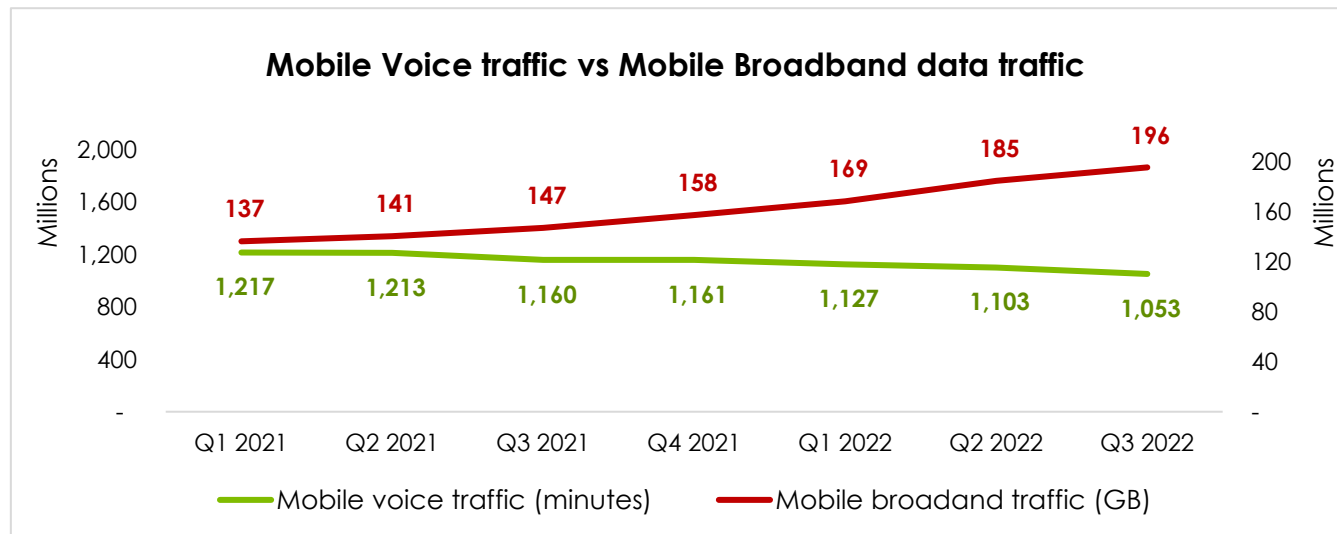
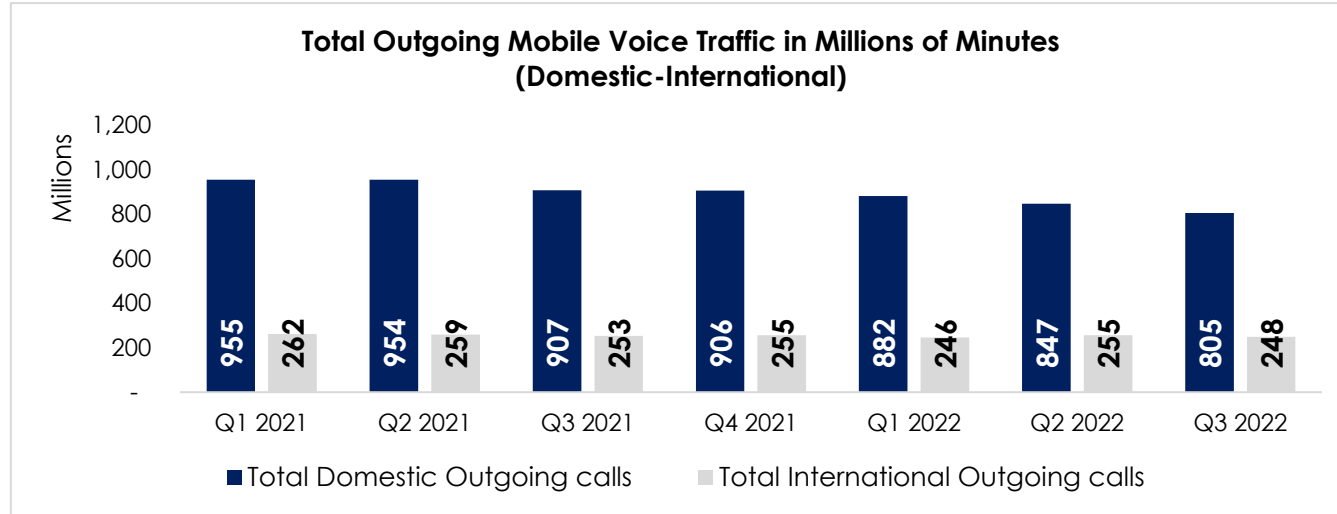
Number of Accepted Mobile Porting Requests



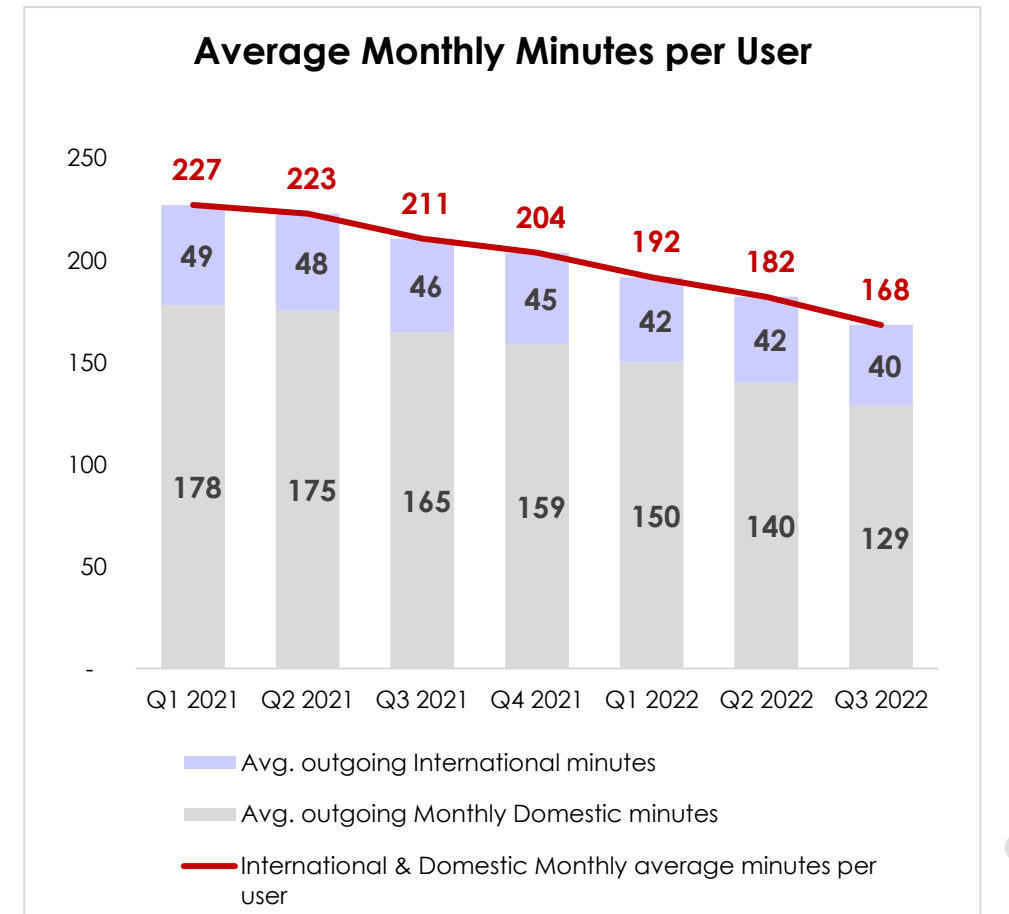
Mobile services: Traffic* (Minutes) (1/2)



Total Outgoing Traffic in Minutes
(Domestic + International)*

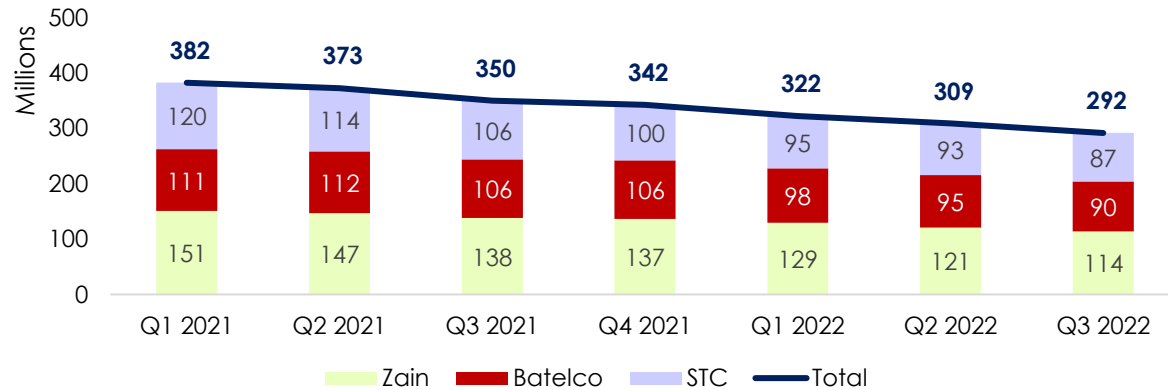


Q3 2021	Q3 2022	
1,159,914,724	1,052,933,169	▼ 9%

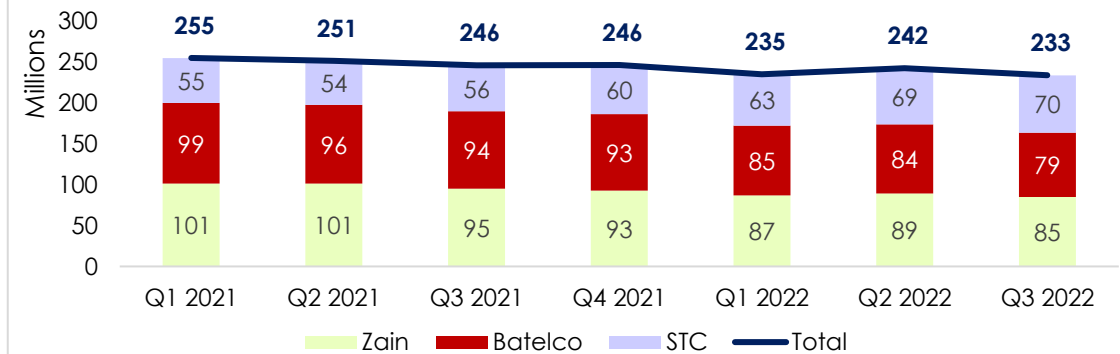


Mobile services: Traffic* (Minutes) (2/2)

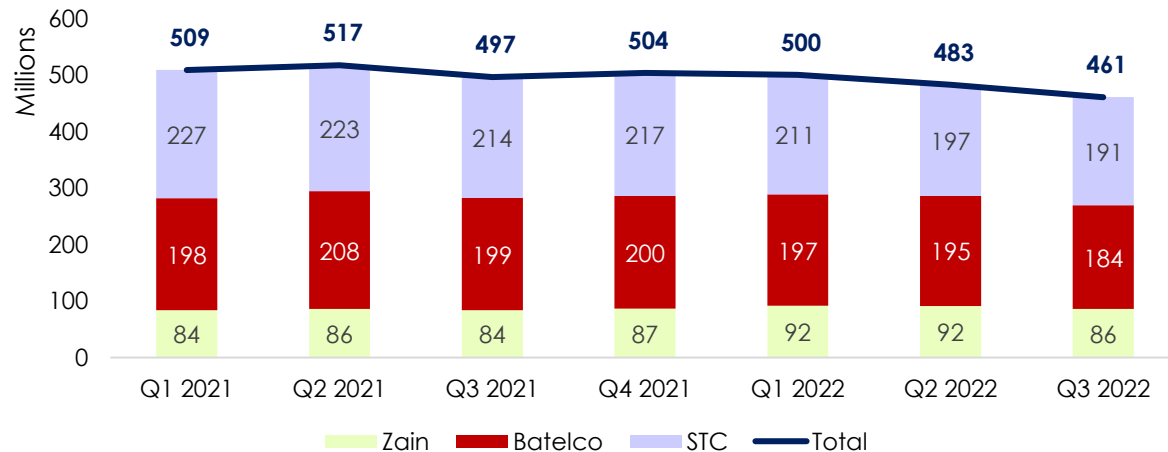
Prepaid **Domestic** Outgoing traffic (minutes) - residential



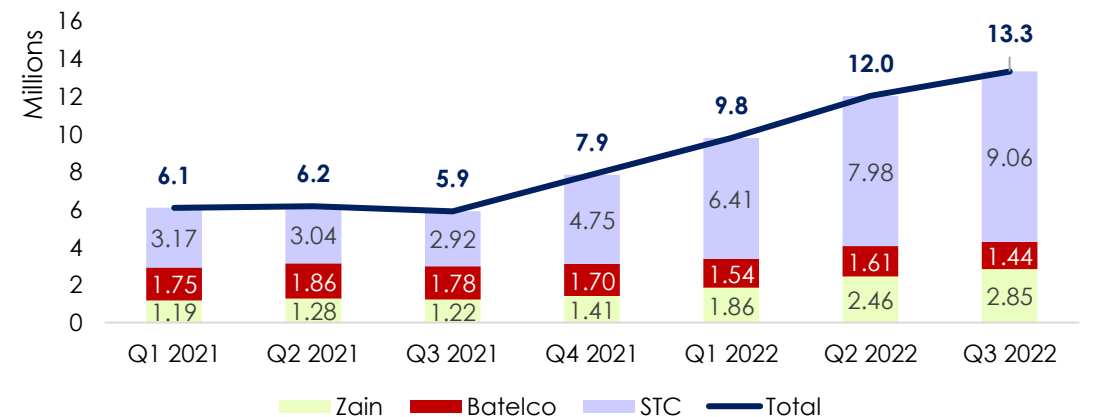
Prepaid **International** Outgoing traffic (minutes) - residential



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



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



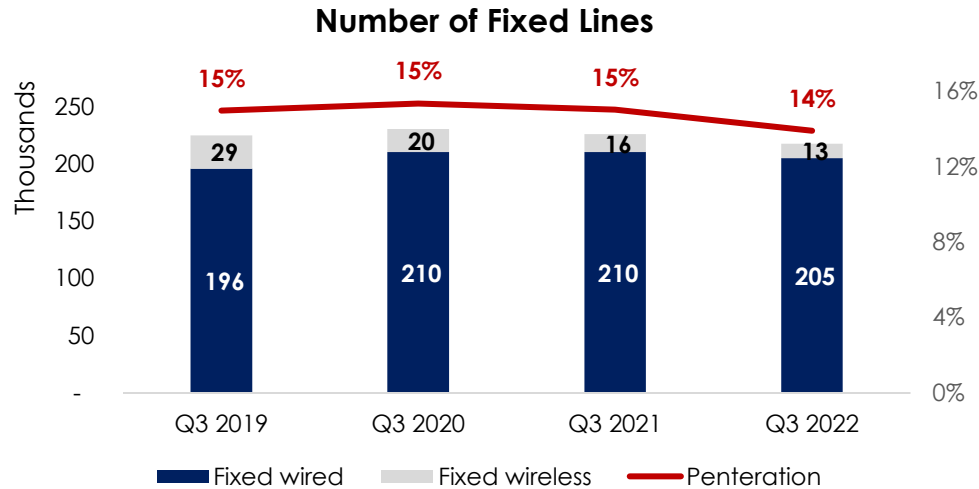
* Historical data for Non-residential (Domestic & Intl.) Traffic is currently unavailable.

** 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)



End of Q3 2021

225,955

15% Penetration rate

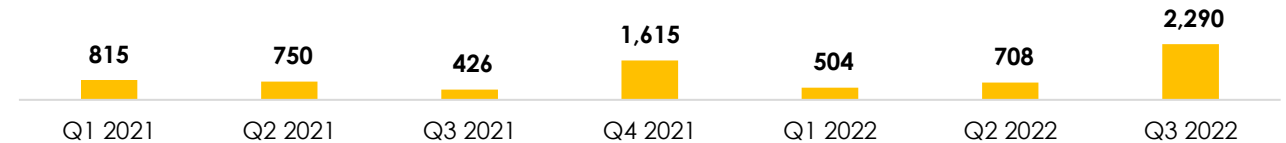
End of Q3 2022

217,550

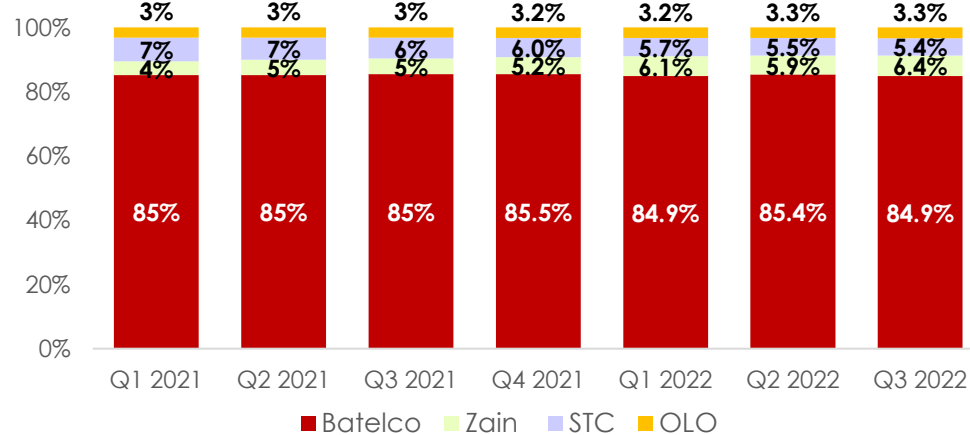
14% Penetration rate

	2019	2020	2021	Q3 2022
Total Fixed Lines (Ex. ISDN)	224,199	228,121	225,685	217,550
% of Fixed Wired	88%	92%	93%	94%
% of Fixed Wireless	12%	8%	7%	6%

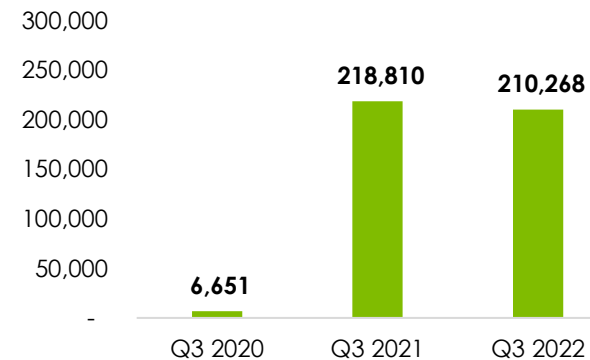
Number of Accepted Fixed Line Porting Requests



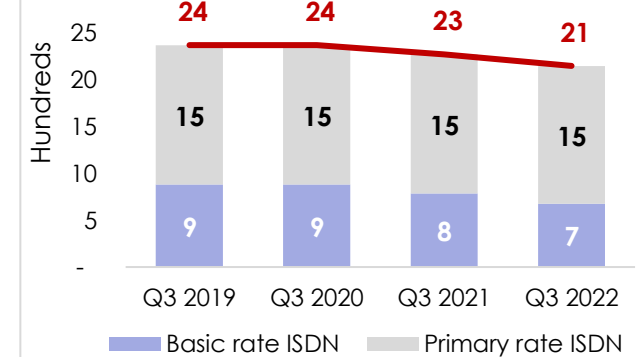
Fixed line Services Market Share



Total VoIP Subscriptions



Total ISDN



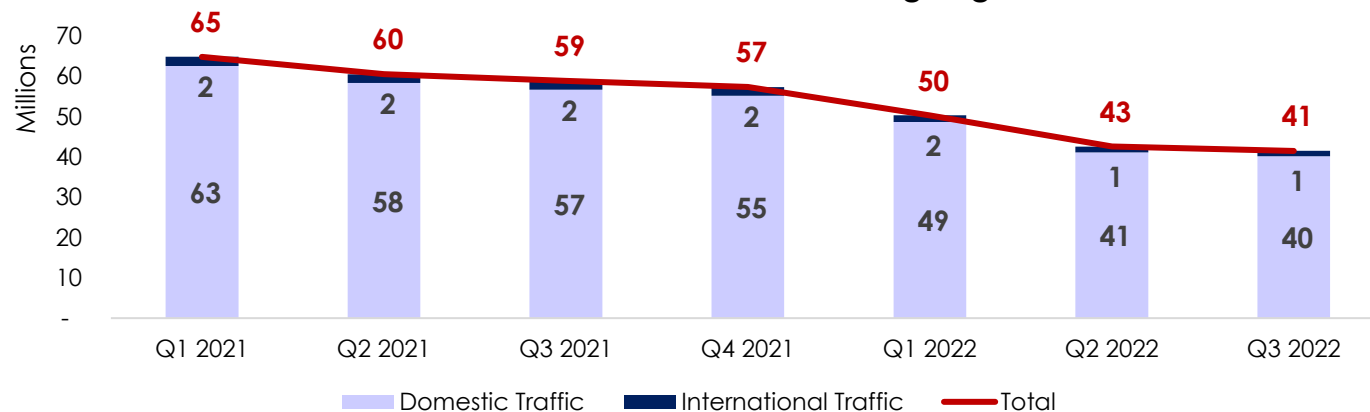
*Includes VoIP as of 2021 but excludes ISDN.

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



Total fixed domestic outgoing
traffic in minutes**

Fixed line Domestic & International Outgoing traffic



Q3 2021

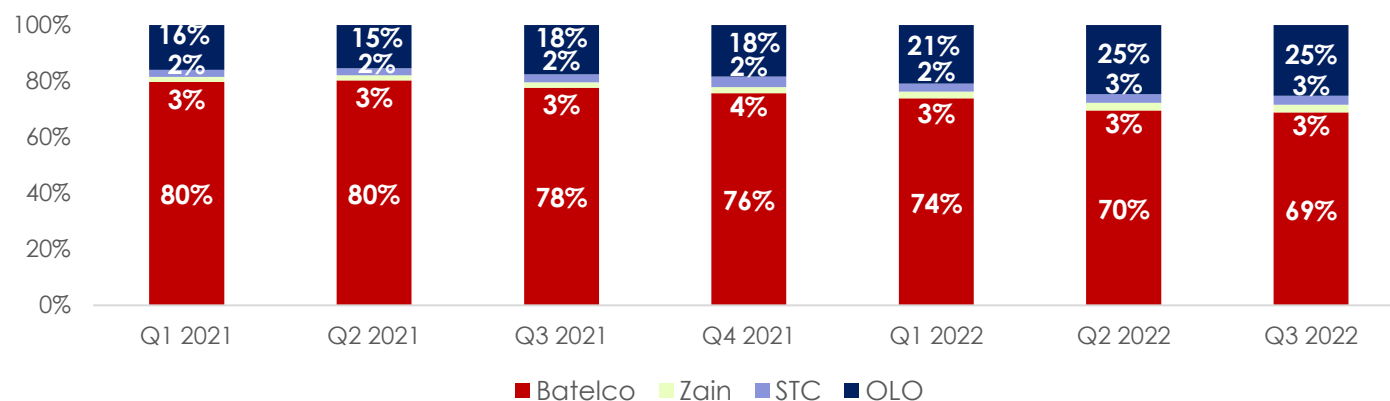
56,677,630

Q3 2022

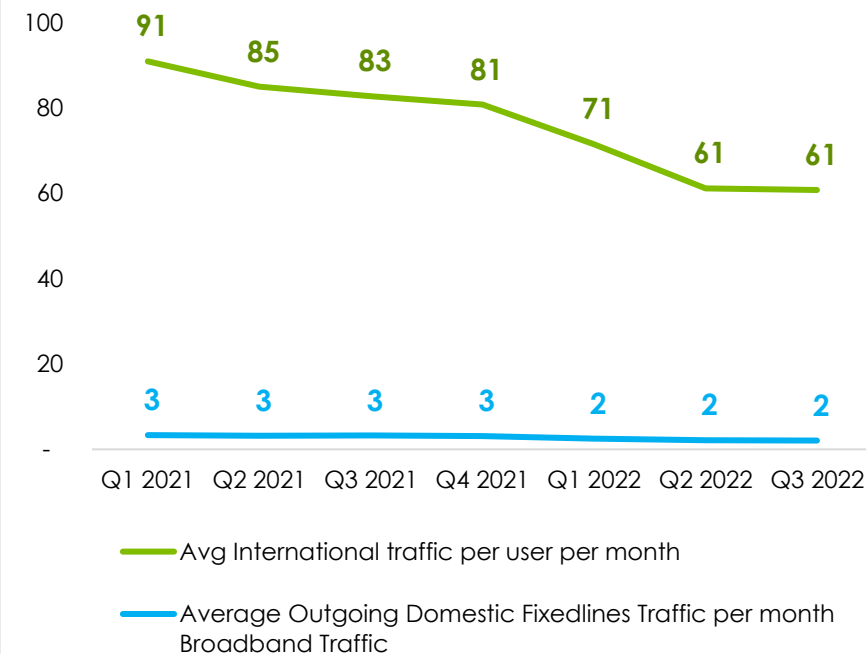
40,178,592

▼
29%

Fixed line Domestic market share by operators



Monthly Average Outgoing Domestic & International Minutes Per Subscription



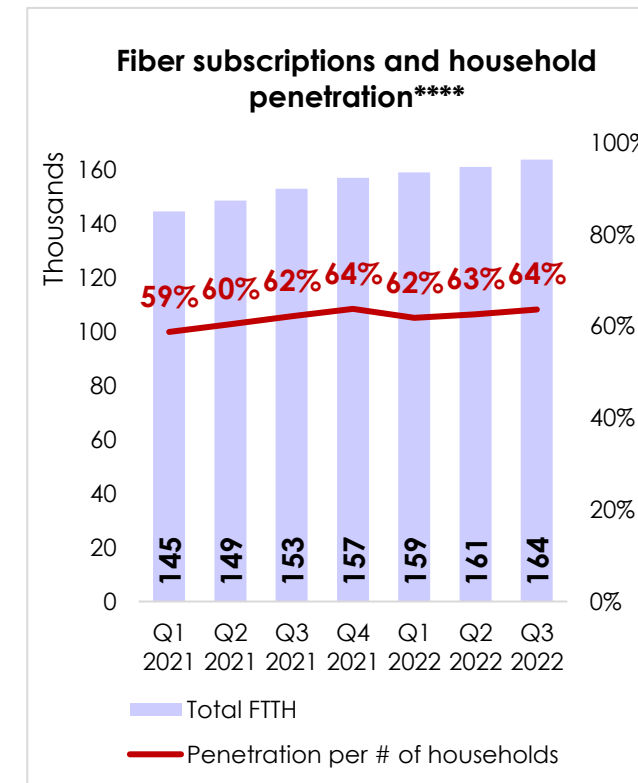
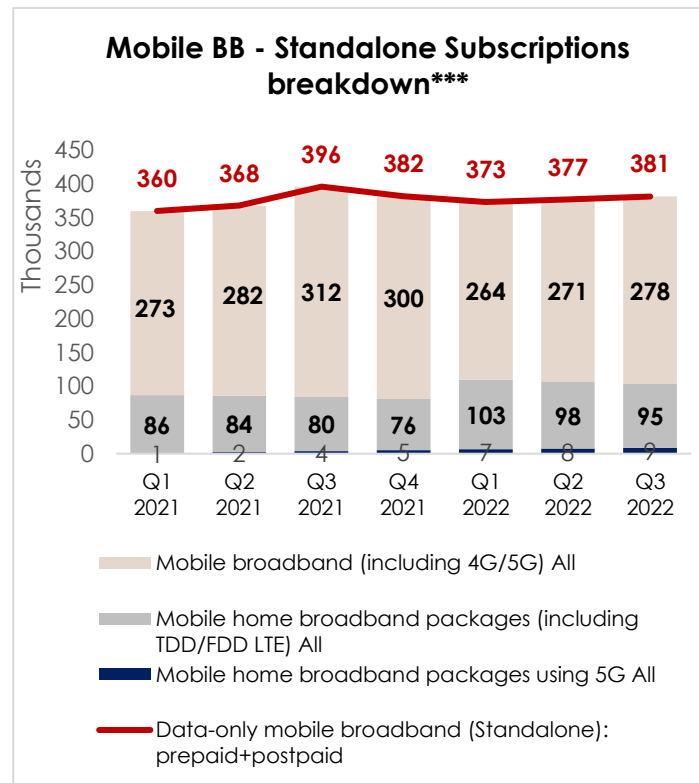
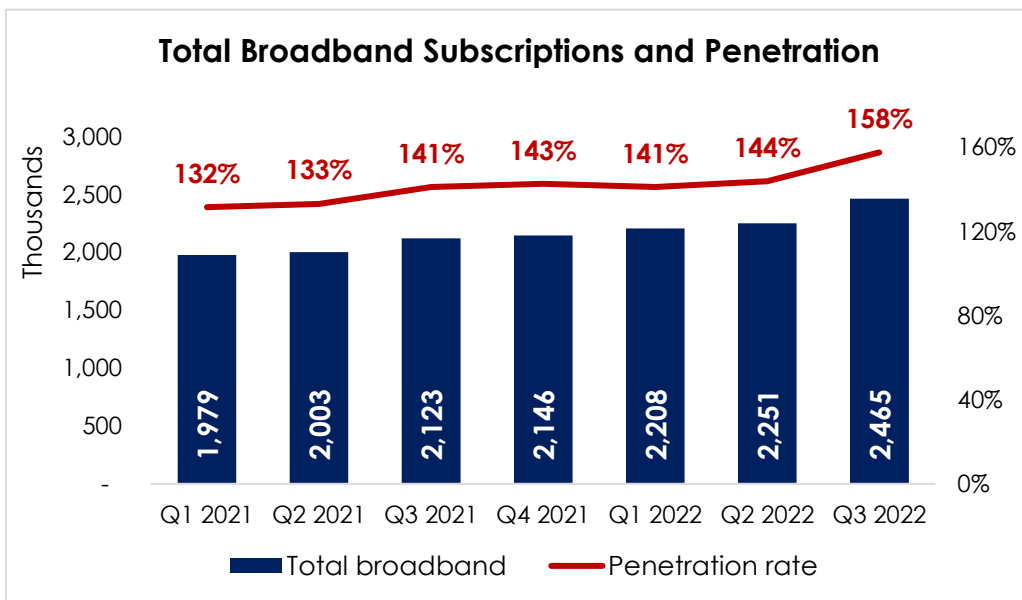
* Includes VoIP and ISDN traffic.

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

Broadband services: Subscriptions* (1/2)



No. of broadband subscriptions (End of Q3 2022)
2,465,439**
158% 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 – Q3 2022



Proportion of broadband subscriptions by access type – Q3 2022



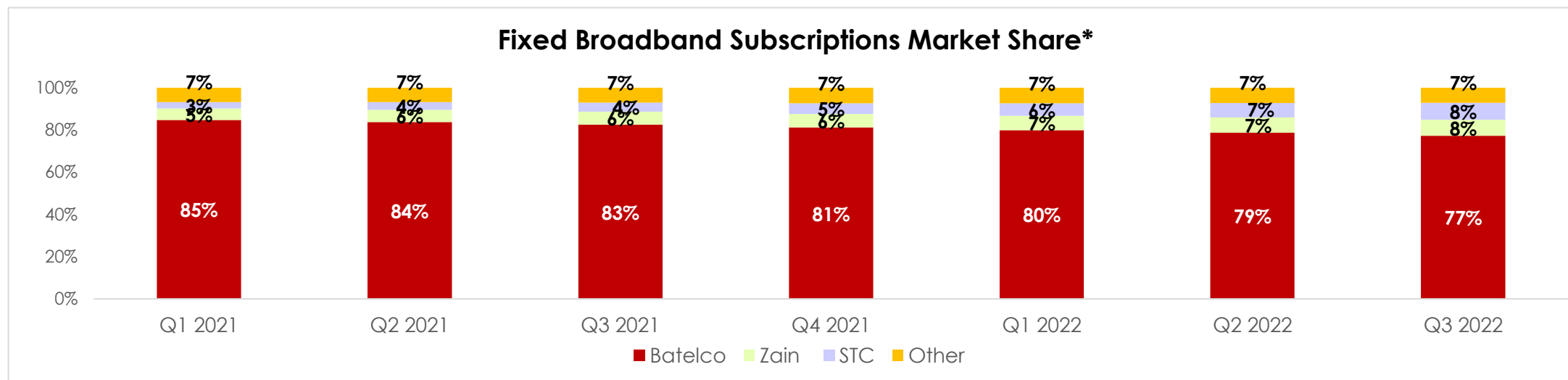
* Doesn't include M2M.

** 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.

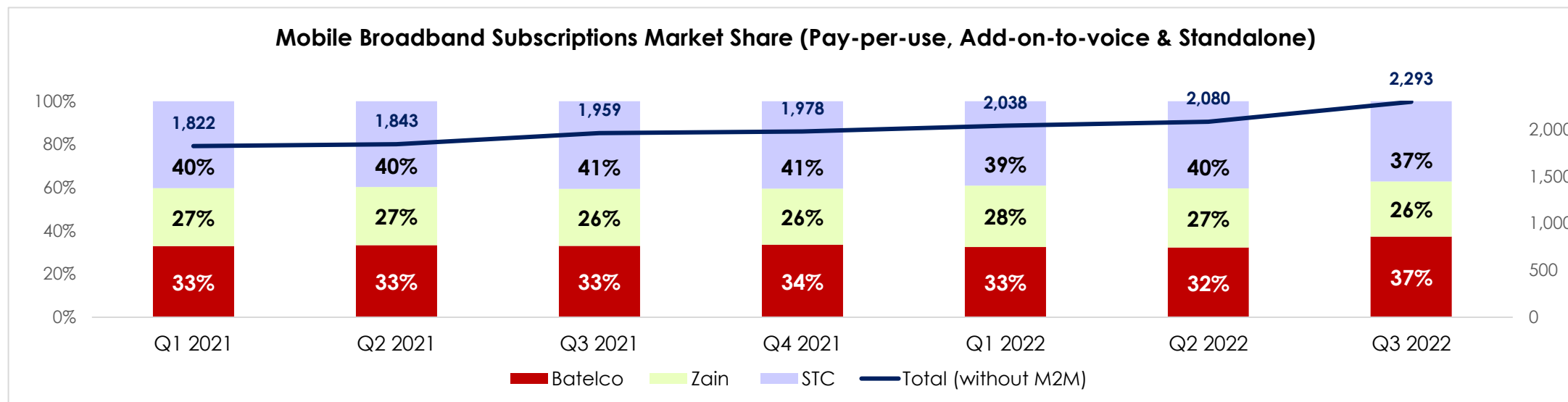
*** Includes BTC, STC and Zain data only.

# of Households	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).



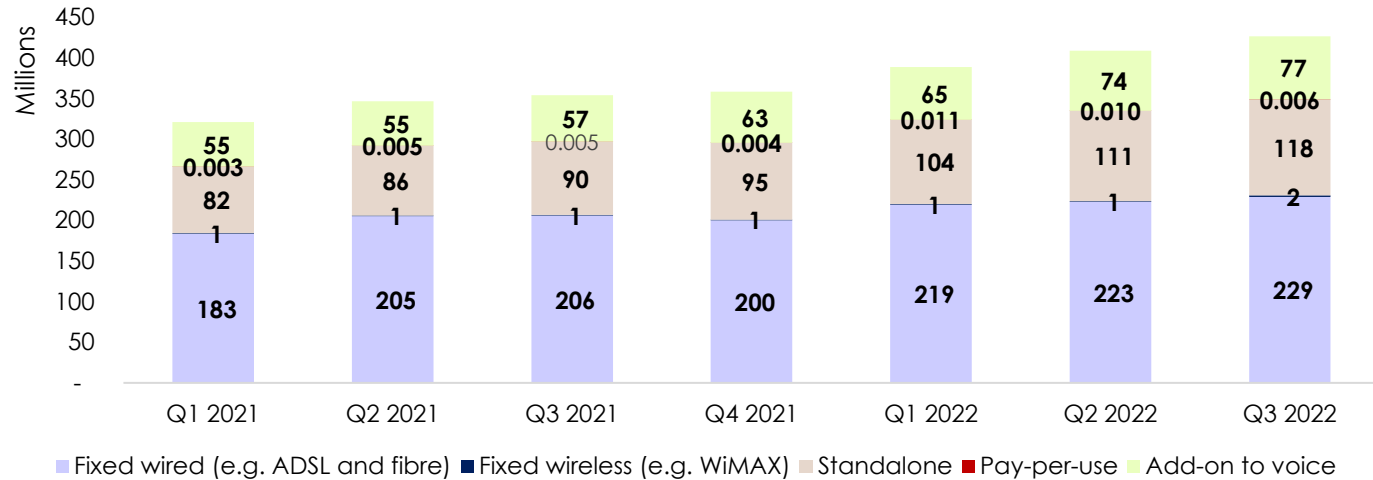
** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2

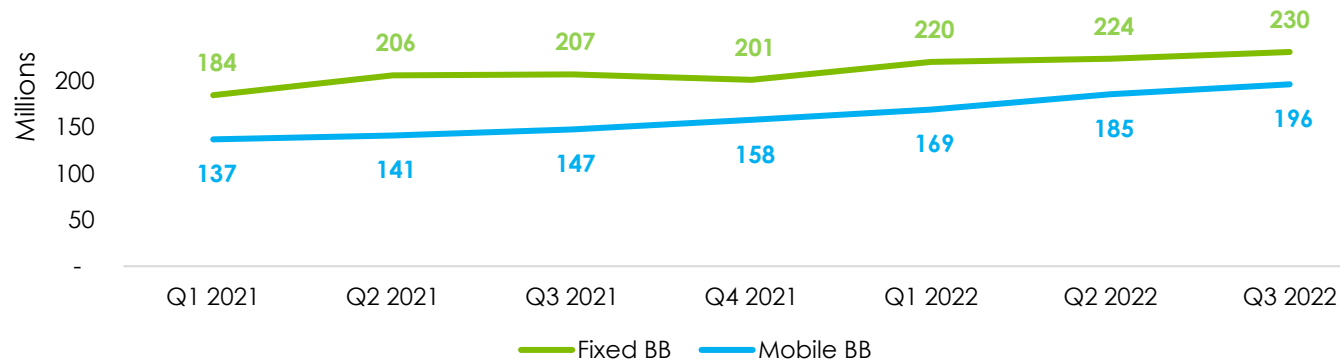


Total data traffic in Gigabyte

Traffic per technology



Quarterly data consumption (Petabyte)



Q3 2021

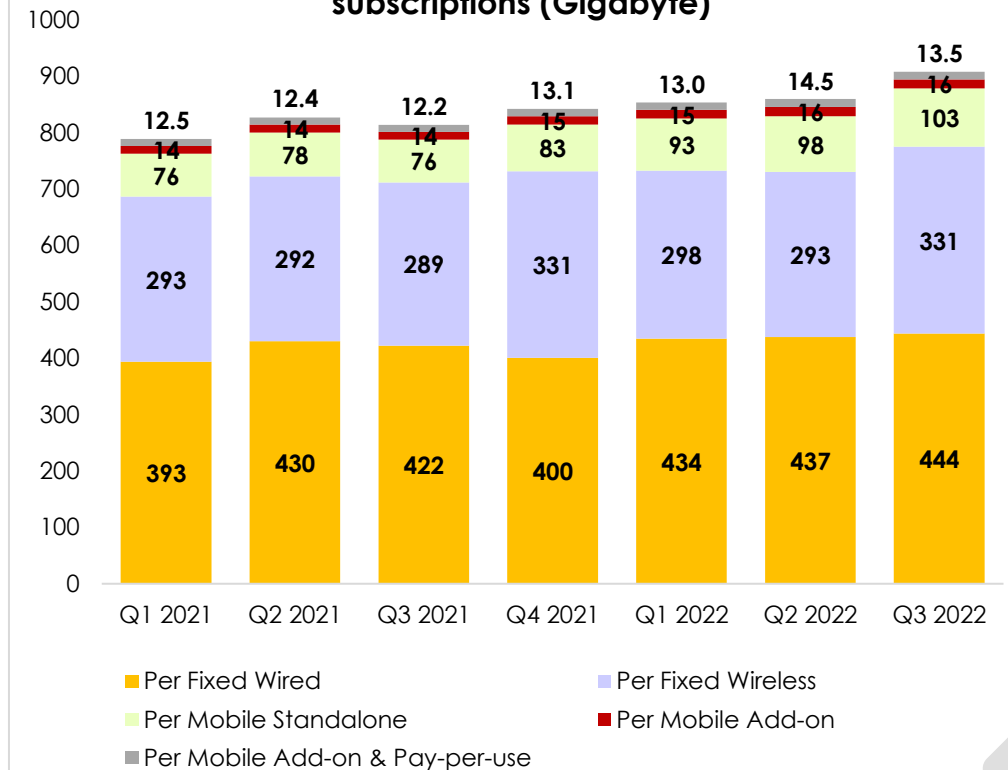
354,257,686

Q3 2022

425,595,125

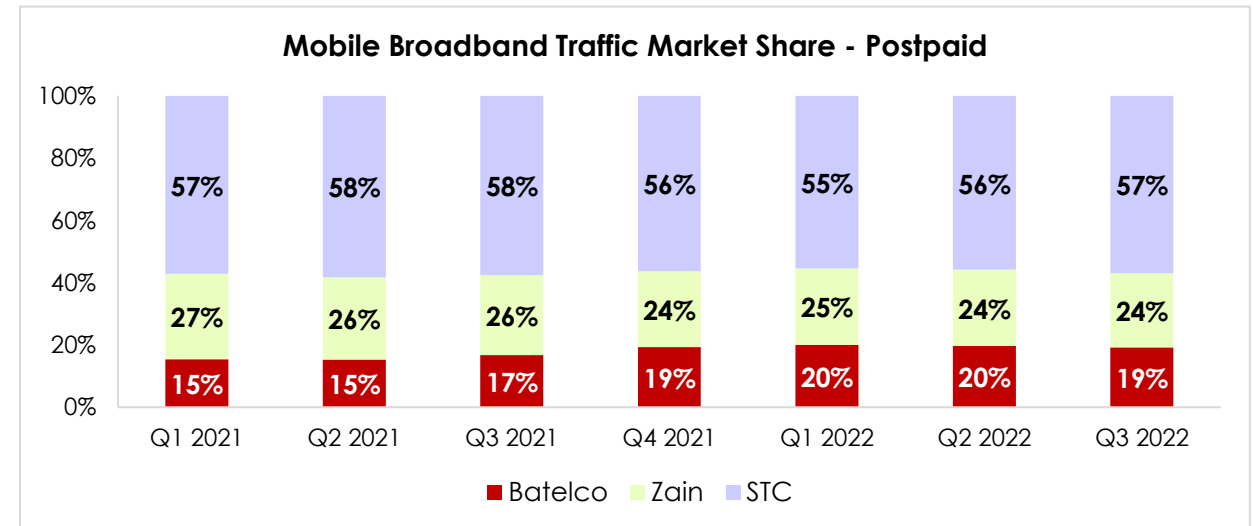
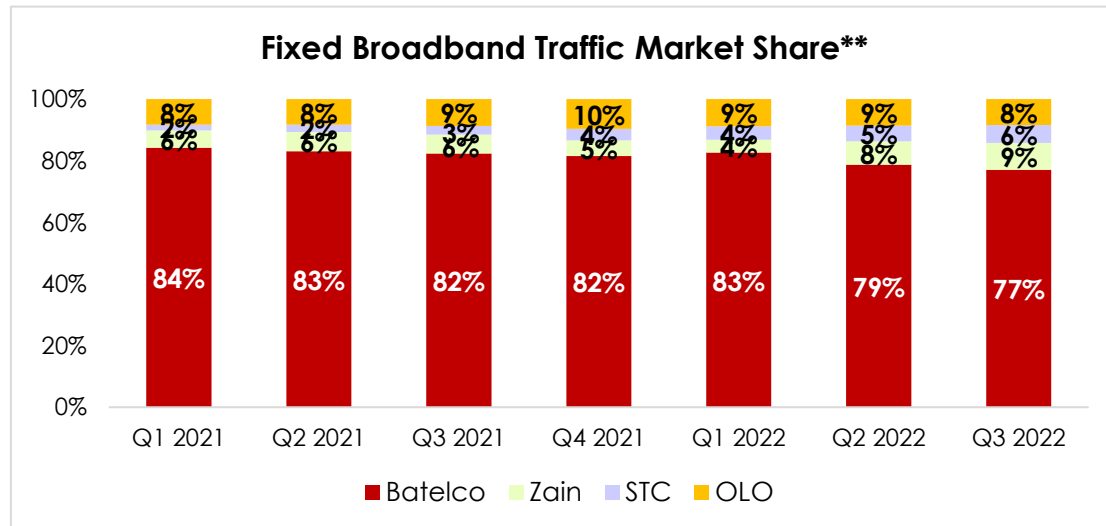
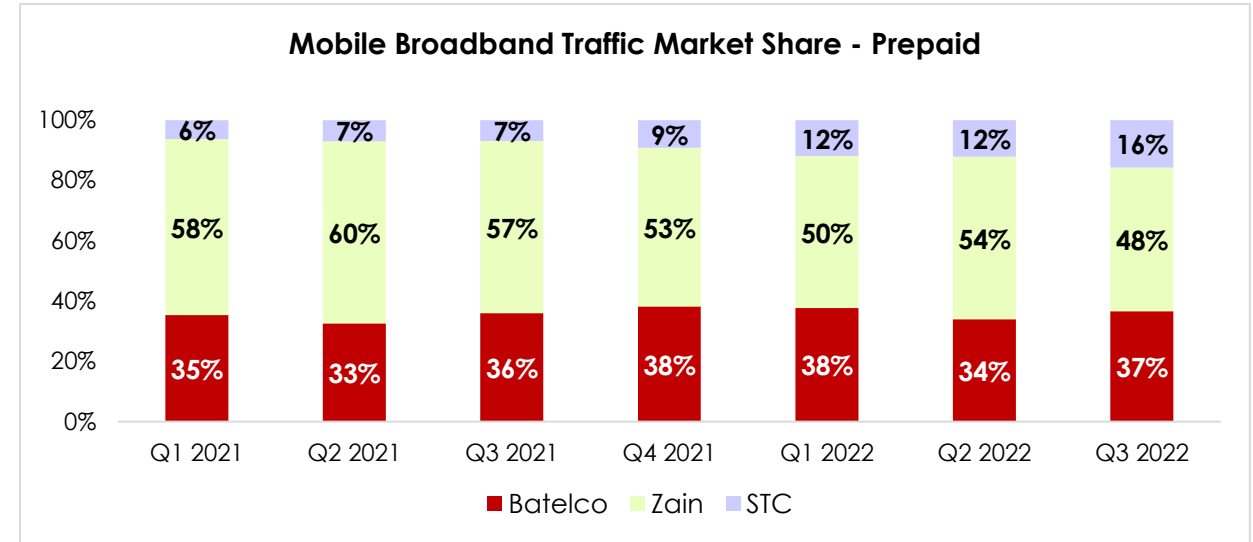
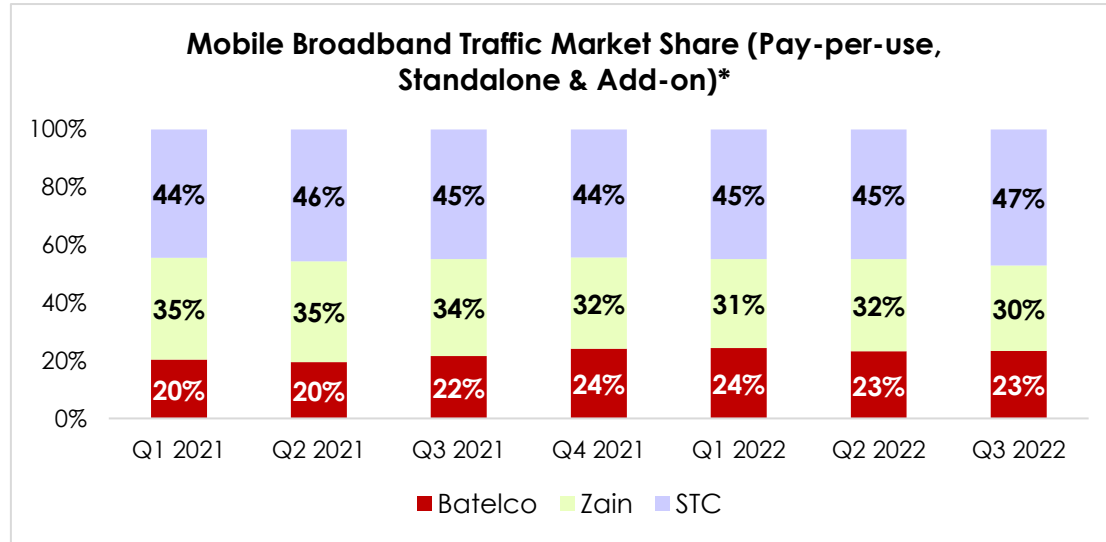
20%

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

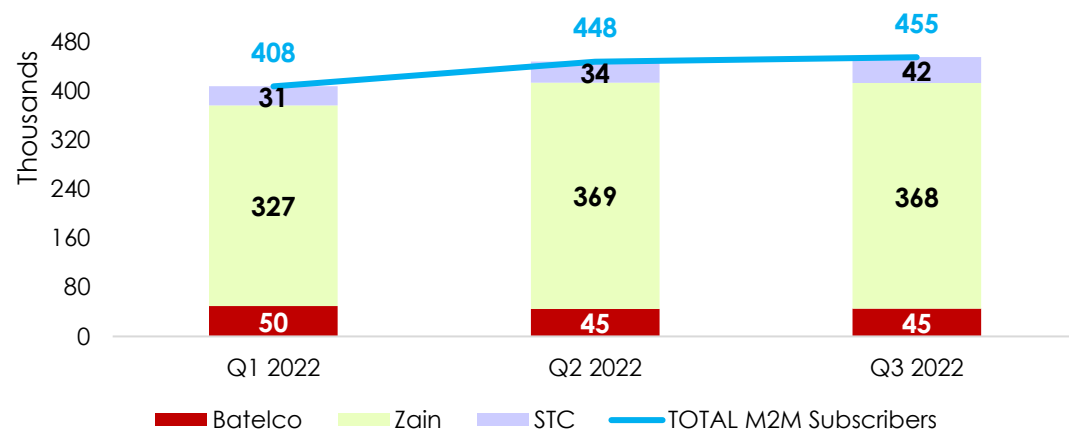


*An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

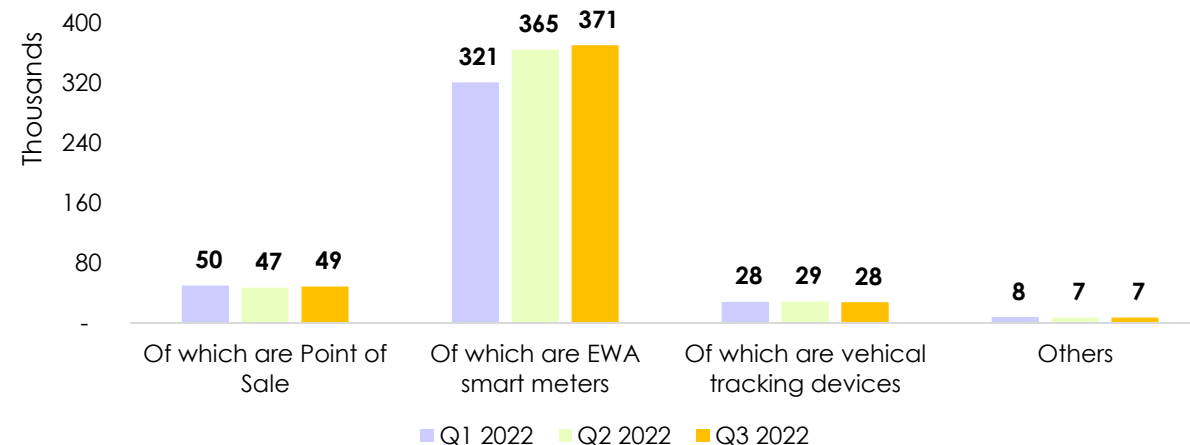
**Fixed wired data traffic was revised from June 2018.

M2M Subscribers & Traffic

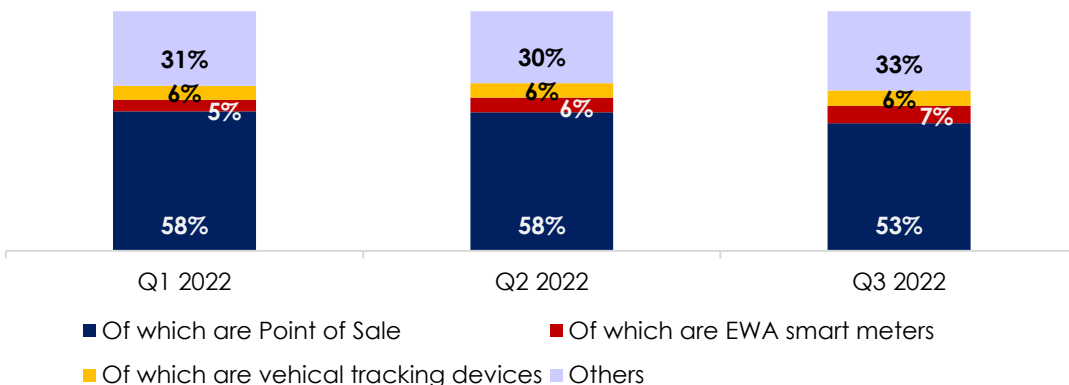
M2M Subscribers (Thousands)



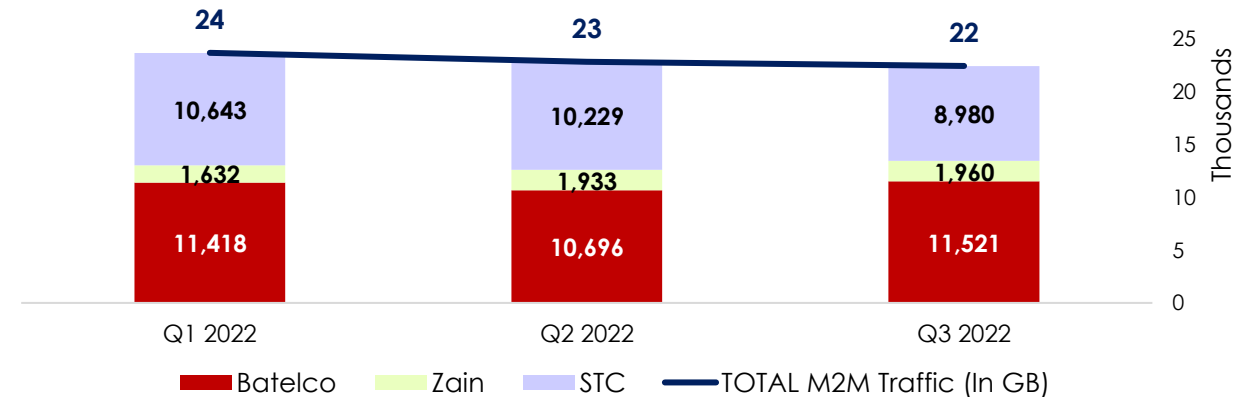
M2M Subscribers by type



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				
	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	444,853	439,668	469,295	474,024	494,067	N/A	N/A	N/A	N/A	N/A
Zain	404,229	420,479	430,177	436,473	445,257	827	781	683	640	494
STC	423,750	445,247	449,568	470,630	489,862	N/A	N/A	N/A	N/A	N/A
Total	1,272,832	1,305,394	1,349,058	1,381,127	1,429,186	827	781	683	640	494

Postpaid <u>residential</u> subscribers						Postpaid <u>non-residential</u> subscribers				
	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	189,909	204,950	215,136	218,599	222,288	39,074	39,148	39,738	39,675	39,797
Zain	87,084	90,967	98,189	104,227	107,815	27,188	27,600	27,359	27,253	27,253
STC	229,509	235,990	240,658	246,346	251,246	18,362	18,613	19,346	20,301	22,934
Total	506,502	531,907	553,983	569,172	581,349	84,624	85,361	86,443	87,229	89,984

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	135,194	134,688	133,444	131,406	129,651
Zain	10,472	10,901	12,770	11,879	12,690
STC	11,625	10,721	9,913	9,154	8,515

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

Batelco	57,965	58,022	57,338	57,744	54,968
Zain	584	815	983	1,177	1,279
STC	2,970	2,906	2,940	2,935	3,165
OLOs*	7,145	7,282	7,282	7,282	7,282
Total**	225,955	225,335	224,670	221,577	217,550

* Includes residential & non-residential

** Excluding ISDN

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

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Basic-rate ISDN	788	653	645	688	679
Primary-rate ISDN	1,485	1,325	1,340	1,463	1,470
Total	2,273	1,978	1,985	2,151	2,149

Fixed Broadband subscriptions – raw data

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

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	132,389	133,143	132,533	131,819	131,049
Zain	9,507	9,982	10,646	11,154	11,984
STC	6,574	7,887	9,426	10,968	13,098

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

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	2,726	2,790	2,722	2,606	2,451
Zain	544	761	909	1,128	1,231
STC	375	545	614	675	810
OLOs (res+nonres)	11,487	12,349	12,244	12,244	12,244
Total	163,602	167,457	169,163	170,699	172,867

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

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	314,086	323,213	311,651	315,778	494,067***
Zain	371,245	364,031	416,749	395,770	405,792
STC	335,371	344,161	351,007	388,649	403,612

Mobile Broadband subscriptions – (Postpaid)

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Batelco	331,732	340,211	351,033	355,598	360,841
Zain	146,727	149,412	163,312	172,972	178,936
STC	460,316	457,393	444,702	451,698	449,324
Total**	1,959,477	1,978,421	2,038,376	2,080,424	2,292,572

* 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).

Breakdown of Mobile Broadband subscriptions – raw data

Mobile Broadband subscriptions – (Prepaid)

	Q3 2021			Q4 2021			Q1 2022			Q2 2022			Q3 2022		
	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC	Batelco	Zain	STC
Standalone	13,263	8,120	-	13,557	8,946	-	0*	7,449	16,274	0*	5,036	15,123	0*	6,466	16,677
Add-on to voice	239,407	310,563	304,740	239,052	305,113	299,670	238,716	308,831	305,888	237,343	303,107	338,642	351,076**	313,226	352,316
Pay-per-use	61,416	52,562	30,631	70,604	49,972	44,491	72,935	100,469	28,845	78,435	87,627	34,884	142,991**	86,100	34,619

Mobile Broadband subscriptions – (Postpaid)

Standalone	102,749	51,272	220,404	96,113	49,863	213,135	96,159	56,308	196,988	97,283	60,111	199,230	98,756	63,156	196,340
Add-on to voice	216,584	95,175	238,944	242,238	99,301	243,375	253,027	106,765	246,857	256,421	112,601	251,913	260,244	115,540	252,519
Pay-per-use	12,399	280	968	1,860	248	883	1,847	239	691	1,853	260	555	1,841	240	465
Total	645,818	517,972	795,687	663,424	513,443	801,554	662,684	580,061	795,543	671,335	568,742	840,347	854,908	584,728	852,936

* 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.