

Quarterly Market Indicators Report

Q4 2022

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




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Main Telecom Market Indicators (Q1 2022- Q4 2022)

Indicator	Q1 2022	Q2 2022	Q3 2022	Q4 2022
 Mobile subscribers	1,990,167	2,038,167	2,101,013	2,141,263
 Mobile penetration	127%	130%	134%	137%
 Mobile prepaid subscriptions	1,349,741	1,381,766	1,429,680	1,443,024
 Mobile postpaid subscriptions	640,426	656,401	671,333	698,239
 Average outgoing minutes from mobile (Domestic & Inter.)	192	182	168	170
 Fixed telephony subscriptions	226,468	223,375	219,348	217,171
 Fixed telephony penetration (Excluding ISDN)	14%	14%	14%	14%
 Domestic monthly average minutes per line	68	59	90	93
 International outgoing minutes (Mobile)	245,696,366	255,307,019	247,953,561	237,613,927
 International outgoing minutes (Fixed telephony)	1,566,804	1,375,521	2,126,620	2,184,230
 Mobile broadband subscriptions	2,196,020	2,080,424	2,292,572	2,323,688
 Mobile broadband penetration rate	140%	143%	146.5%	148.5%
 Fixed broadband subscriptions	169,163	170,594	172,867	173,101
 Fixed broadband penetration per household*	66%	66%	67%*	67%
 Total data usage (Petabyte)	389	389	410	400
 Average total data usage per month per subscription	59	61	58	52

4 * Fixed Broadband penetration is based on the latest available number of households provided by IGA. Number of households was updated in 2022.

Main Telecom Market Indicators for Q4 2022



Mobile subscribers: **2,141,263**
Penetration: **137%**

Average Int. & Domestic minutes per month per mobile subscription: **170**

Average data usage per mobile broadband subscription*: **13.6 GB**

Fixed telephony subscriptions (Exclud. ISDN): **217,171**

Penetration: **14%**

Fixed Wired Telephony subscriptions **94%**

Fixed Wireless Telephony subscriptions: **6%**

Mobile Broadband subscriptions: **2,323,688**

Mobile Broadband penetration rate: **148.5%**

Fixed Broadband subscriptions: **173,101**

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



Mobile Prepaid subscriptions: **1,443,024**

Mobile postpaid subscriptions: **698,239**

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

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

Domestic monthly average minutes per line: **93**

International Outgoing Minutes (Mobile): **237,613,927**

International Outgoing Minutes (Fixed telephony): **2,184,230**

Total Data Usage: **400 Petabyte**

Fixed Broadband Traffic: **215 Petabyte**

Mobile Broadband Traffic: **185 Petabyte**

Avg. Traffic per broadband subscription per month: **53 GB**

Avg. Fixed Broadband Traffic per month: **414 GB**

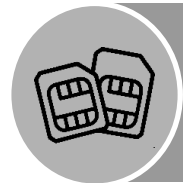
Avg. Mobile Broadband Traffic per month**: **27 GB**

*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)

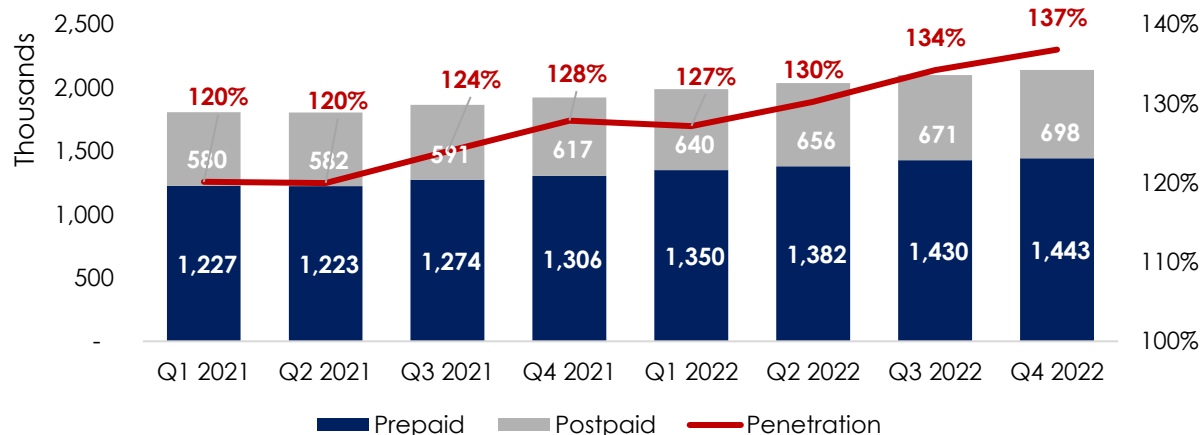


Number of Mobile subscriptions (End of Q4 2022)

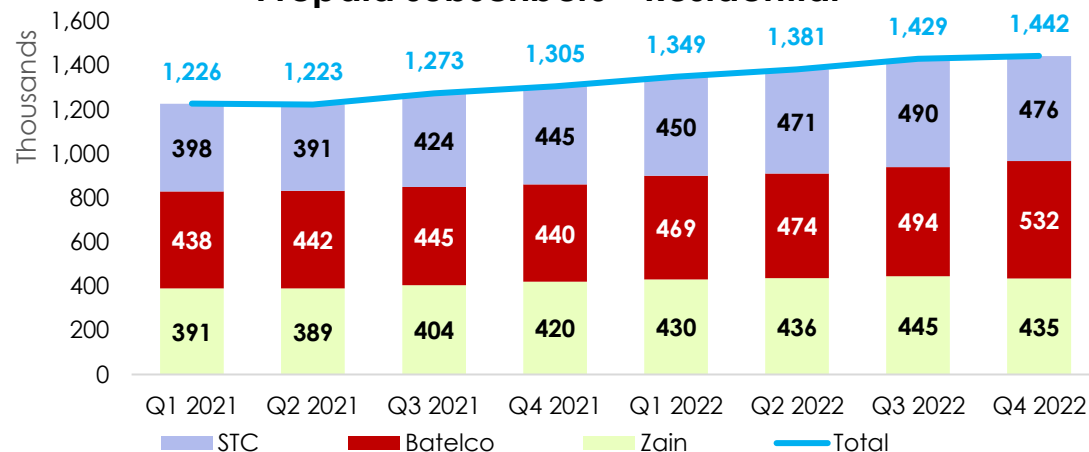
2,141,263 Subscriptions

137% Penetration rate

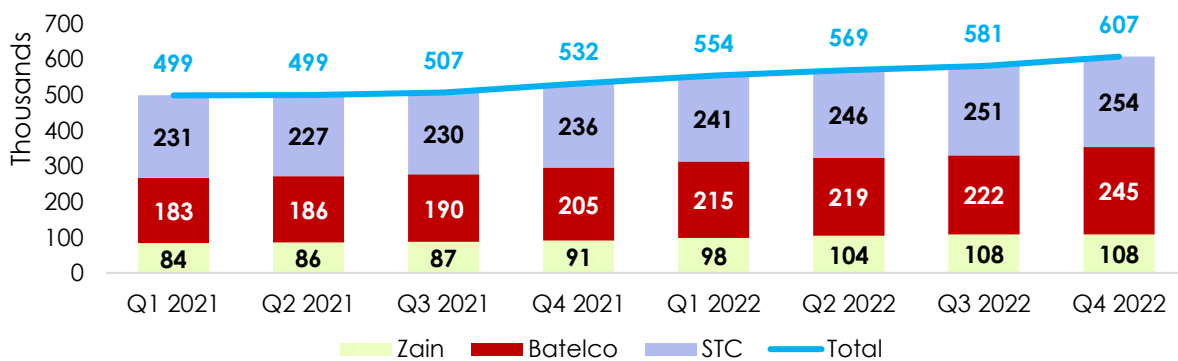
Number of Mobile Subscriptions & penetration



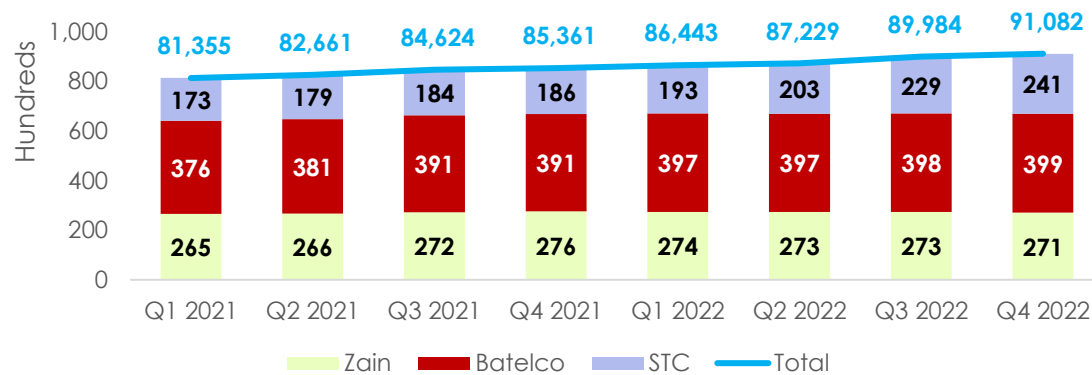
Prepaid subscribers - Residential**



Postpaid subscribers - Residential



Postpaid subscribers - Non Residential



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

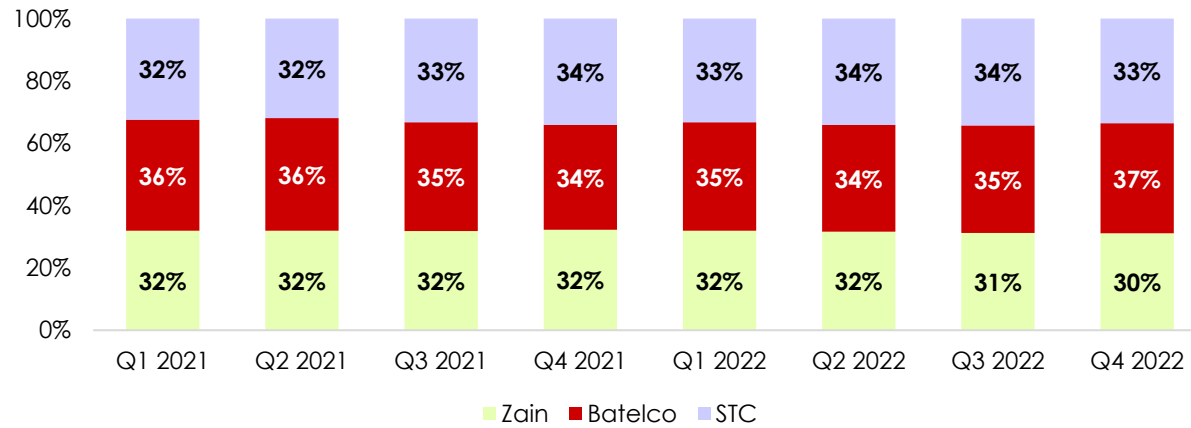
** Increase in prepaid subscribers is due to an operator activating voice on its prepaid standalone mobile broadband packages.

** Source: Population for 2021-2023 is based on IGA population projection.

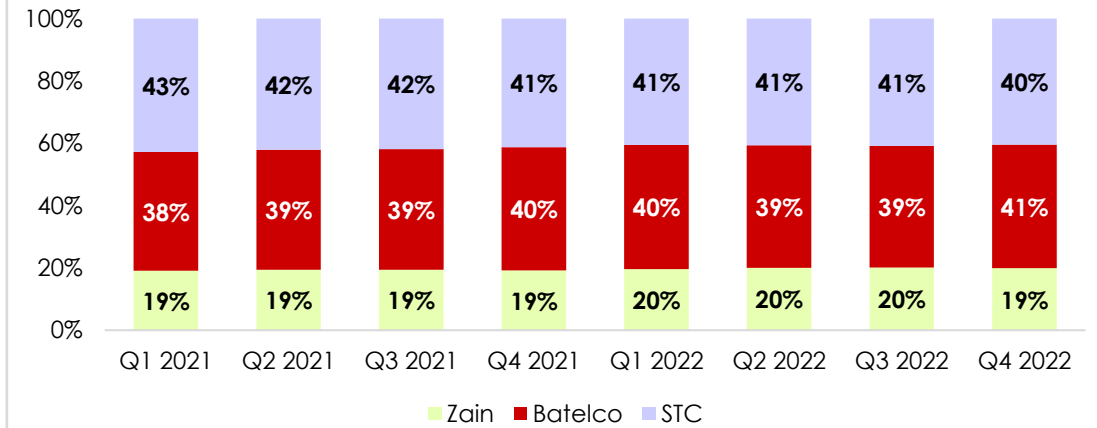
Population***	2019	2020	2021	2022
By IGA	1,483,756	1,472,204	1,504,365	1,565,000

Mobile services: Subscriptions (2/2)

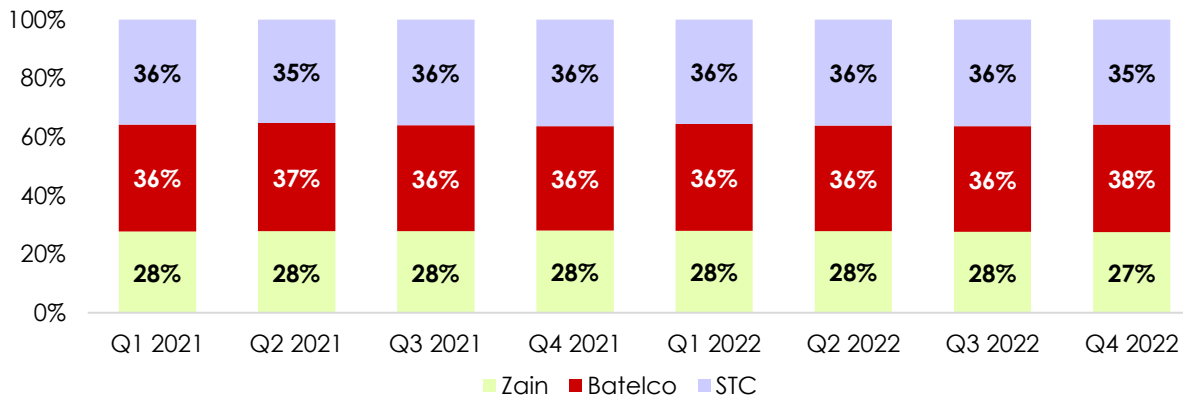
Prepaid Market Share %



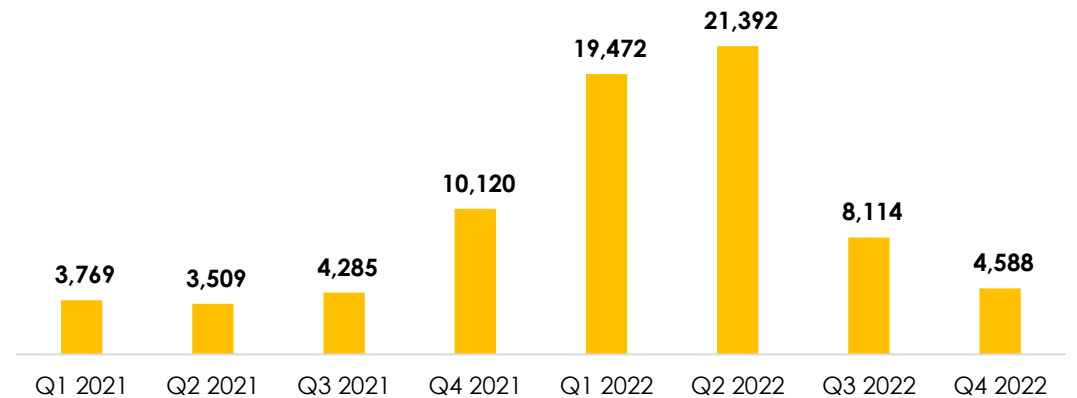
Postpaid Market Share %



Total Mobile Market share



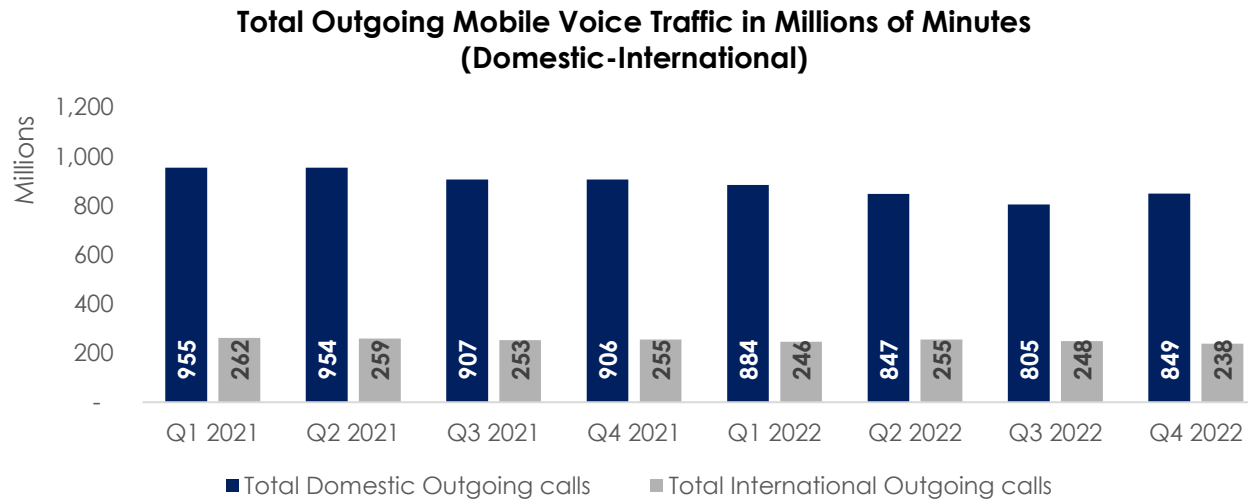
Number of Accepted Mobile Porting Requests



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



Total Outgoing Traffic in Minutes
(Domestic + International)*



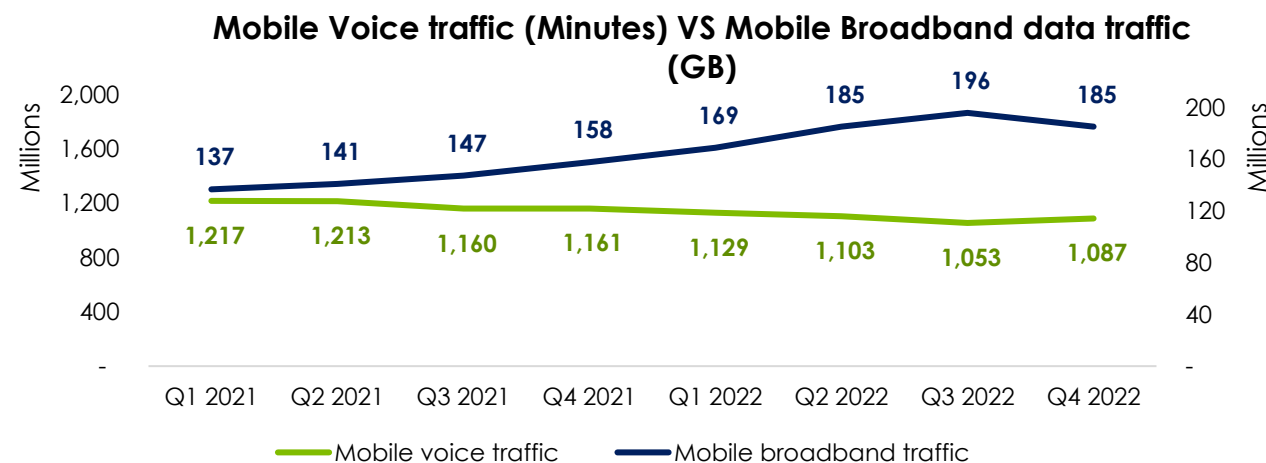
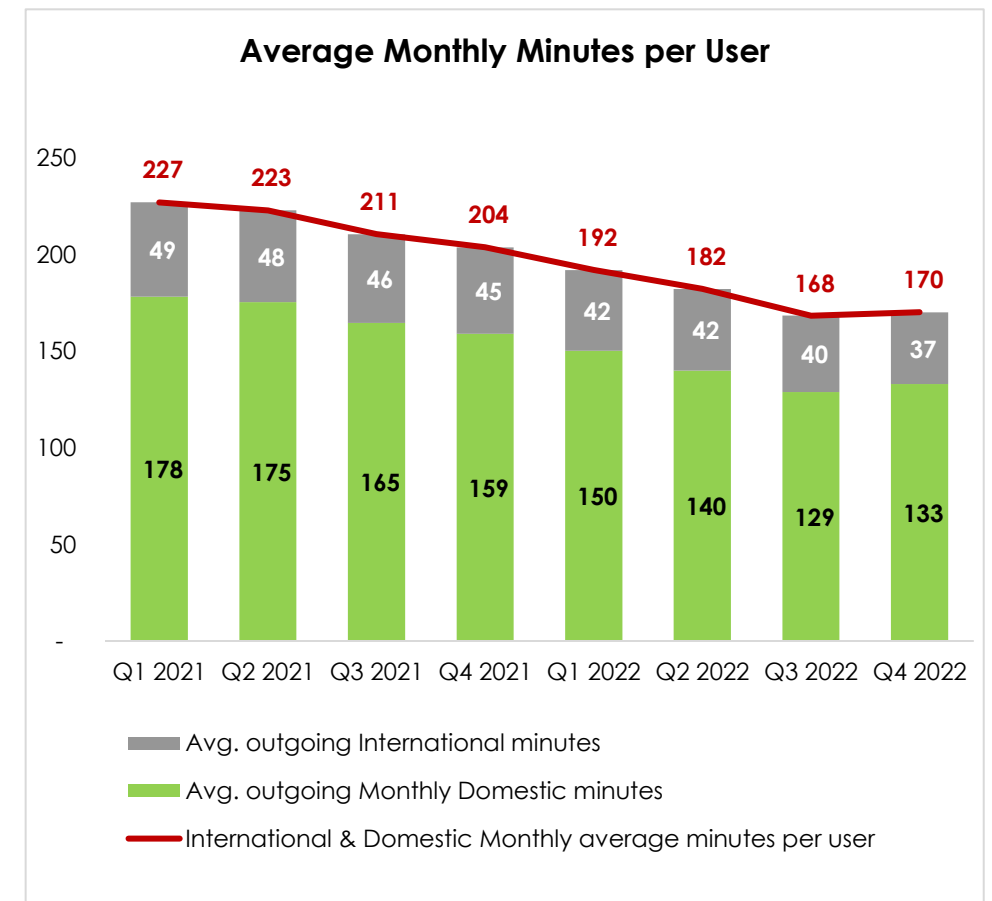
Q4 2021

1,161,001,923

Q4 2022

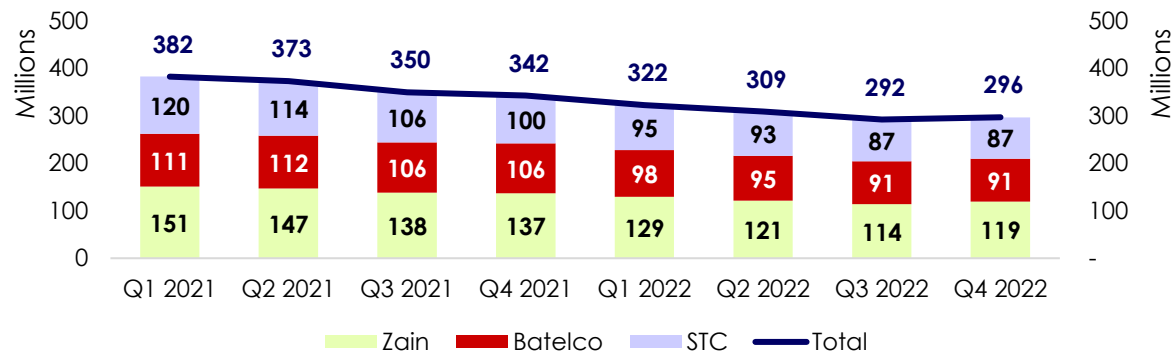
1,086,614,057

▼ 6%

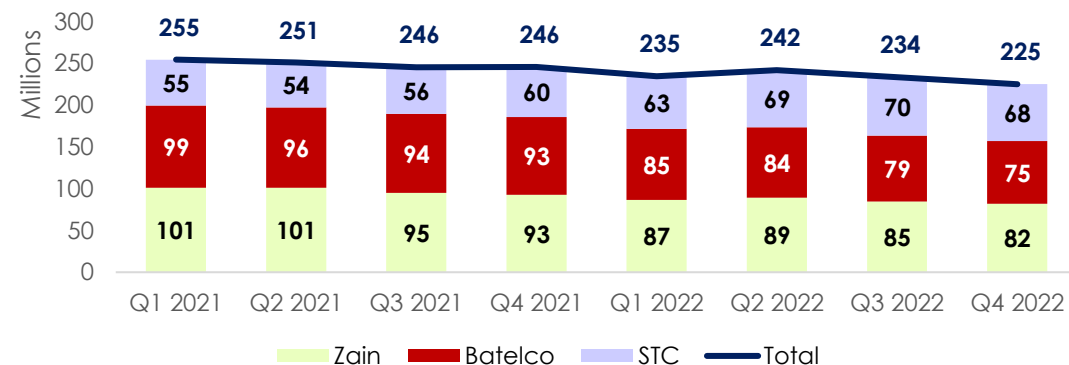


Mobile services: Traffic* (Minutes) (2/2)

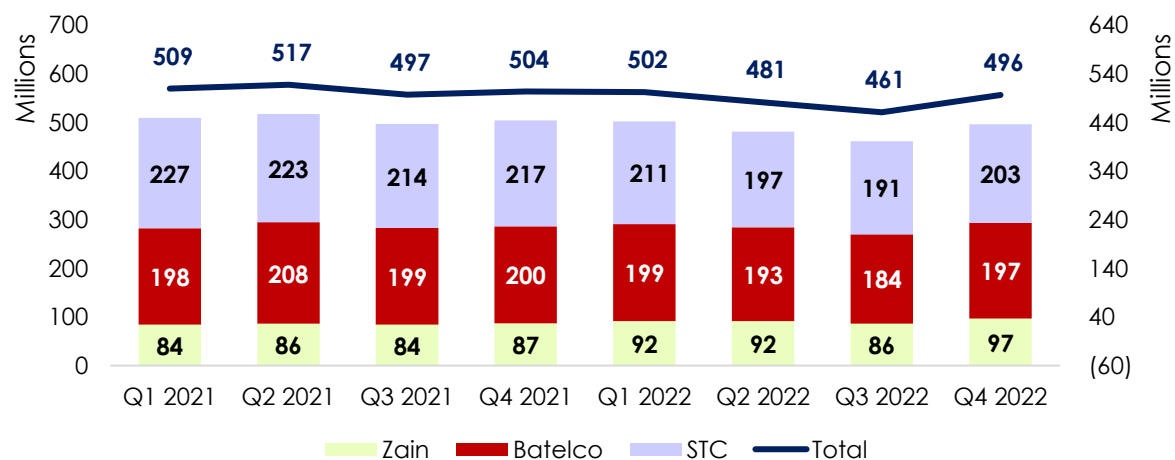
Prepaid **Domestic** Outgoing traffic (minutes) - residential



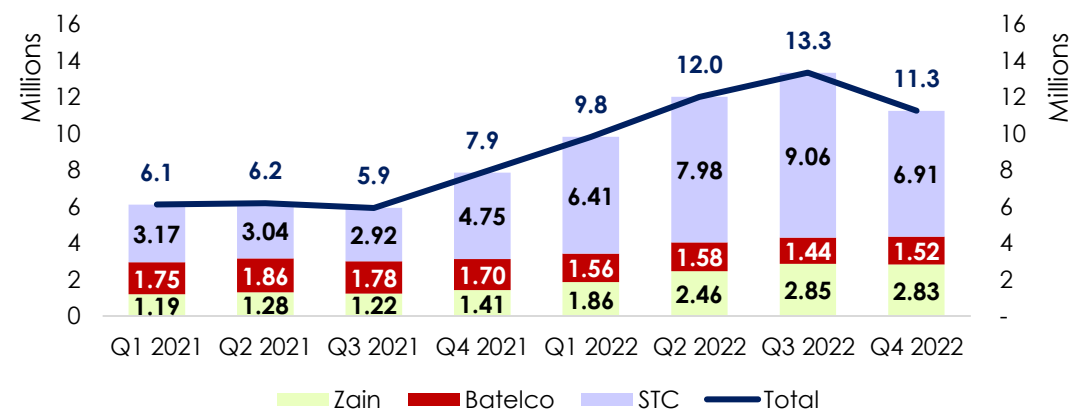
Prepaid **International** Outgoing traffic (minutes) - residential



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



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



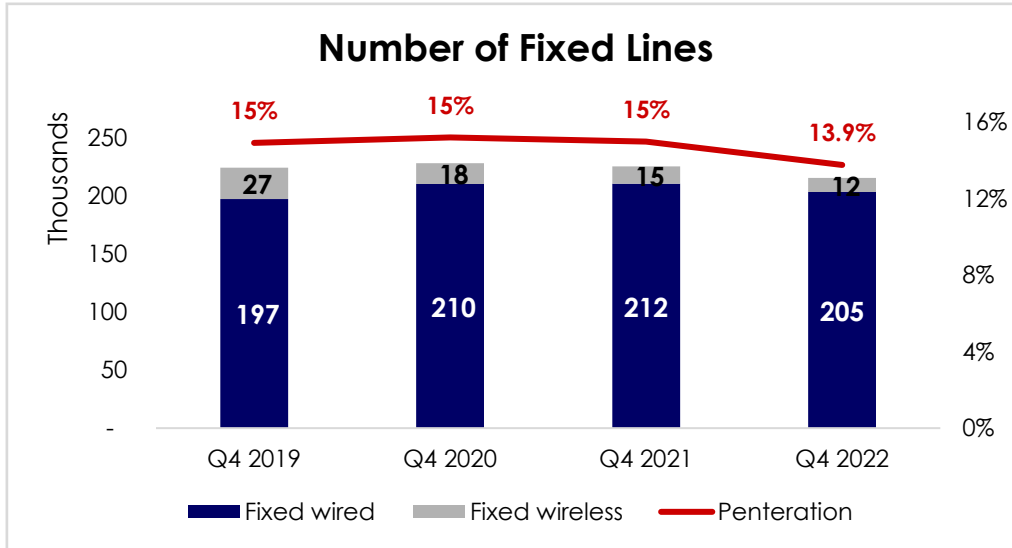
* Historical data for Non-residential (Domestic & Intl.) Traffic is currently unavailable.

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

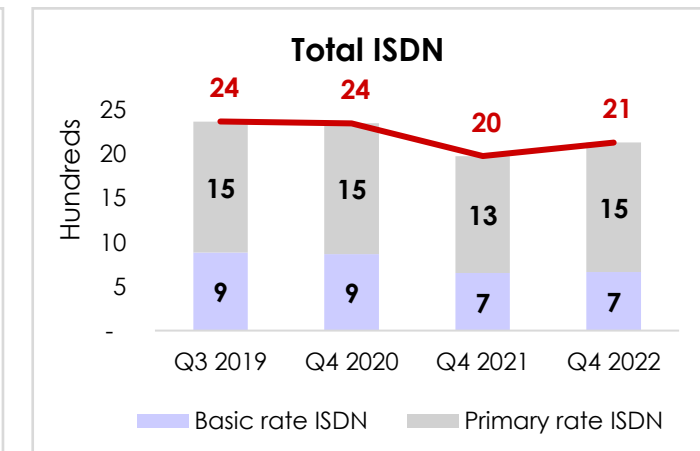
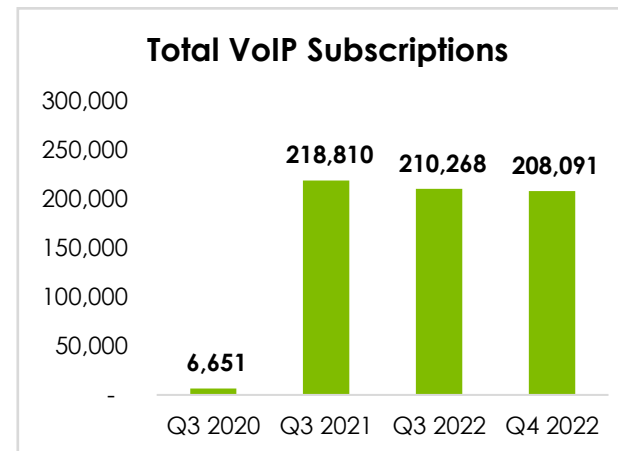
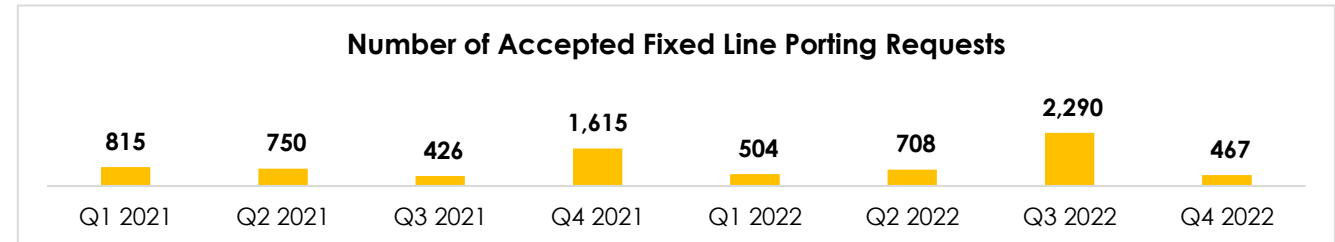
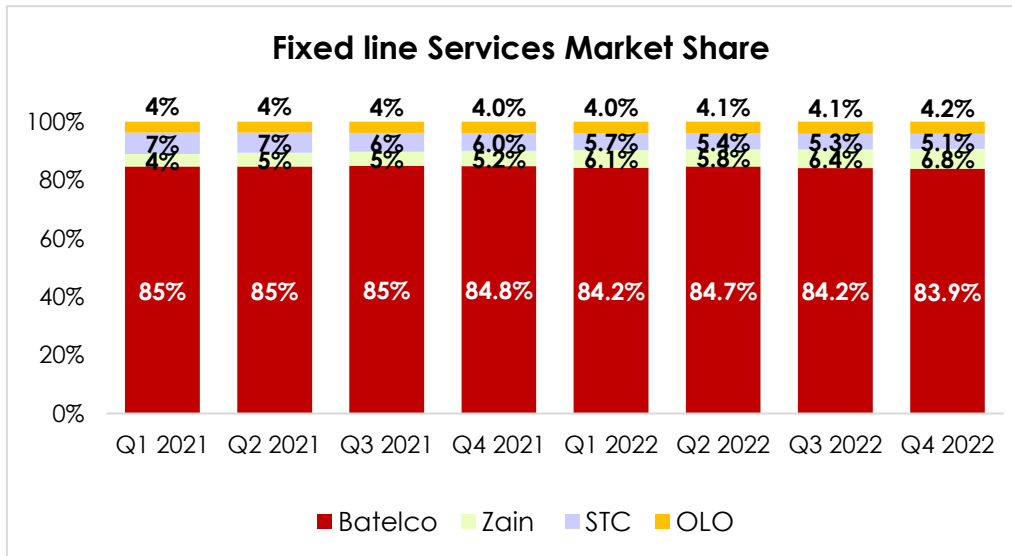
Fixed telephony services: Subscriptions (PSTN & Fixed wireless)*



No. of fixed telephony subscriptions
(Excluding ISDN)



End of Q4 2021		End of Q4 2022		
227,133		217,171		
15% Penetration rate		13.9% Penetration rate		
	2019	2020	2021	Q4 2022
Total Fixed Lines (Ex. ISDN)	224,962	228,121	227,133	217,171
% of Fixed Wired	88%	92%	93%	94%
% of Fixed Wireless	12%	8%	7%	6%



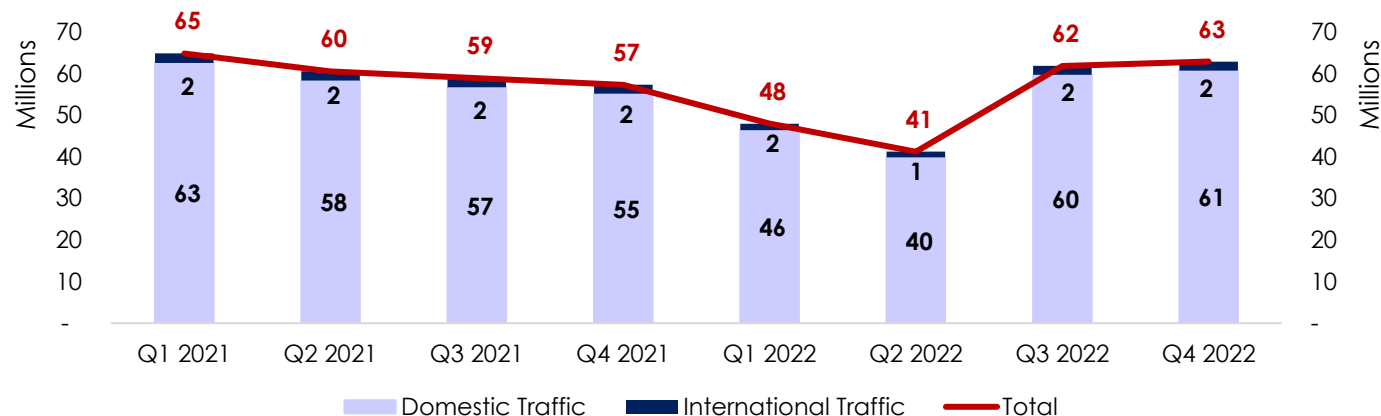
*Includes VoIP as of 2021 but excludes ISDN.

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



Total fixed domestic outgoing traffic in minutes**

Fixed line Domestic & International Outgoing traffic***



Q4 2021

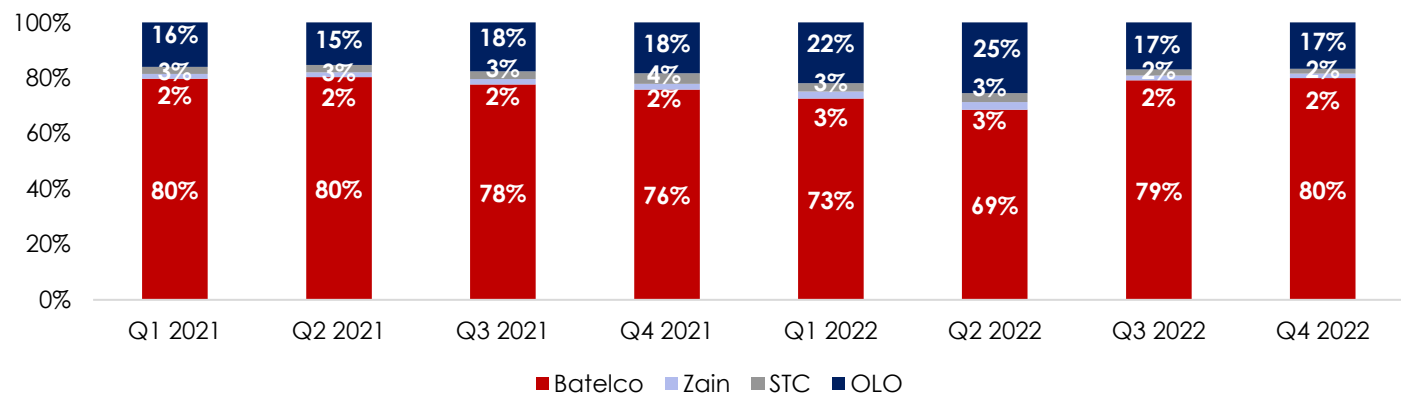
57,295,538

Q4 2022

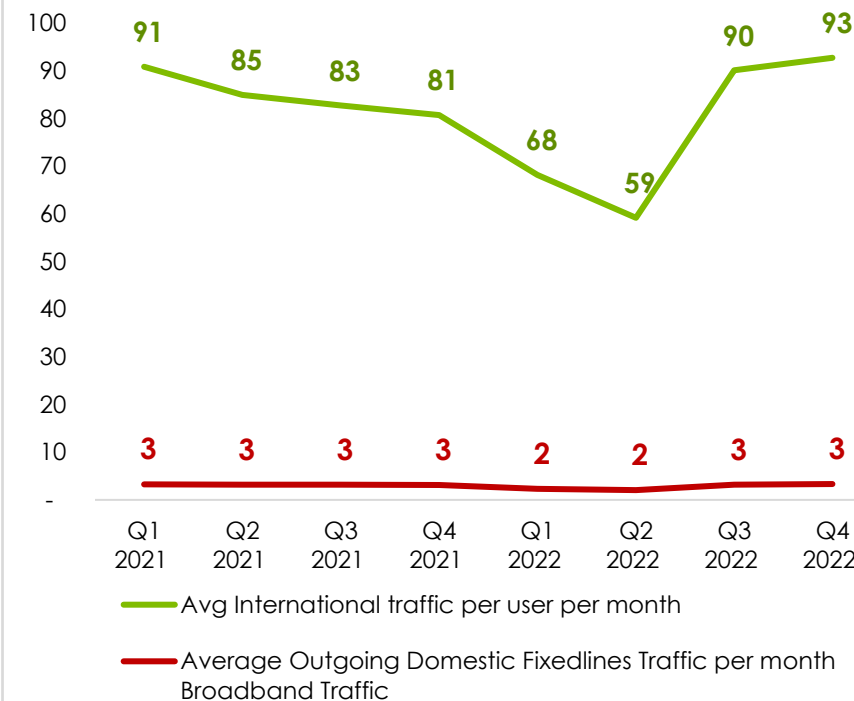
62,852,197

10%

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.

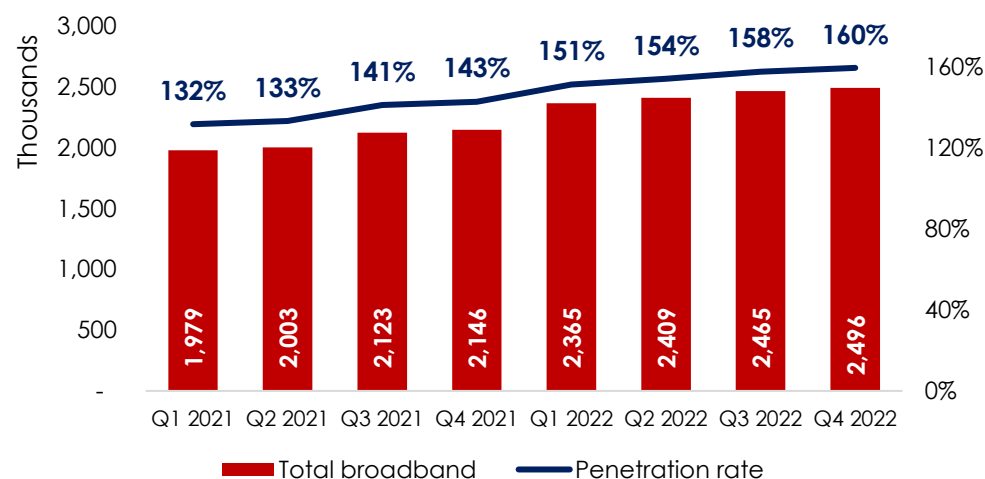
*** Number from Q3 2020 onwards revised to an operator's revision of data

Broadband services: Subscriptions* (1/2)

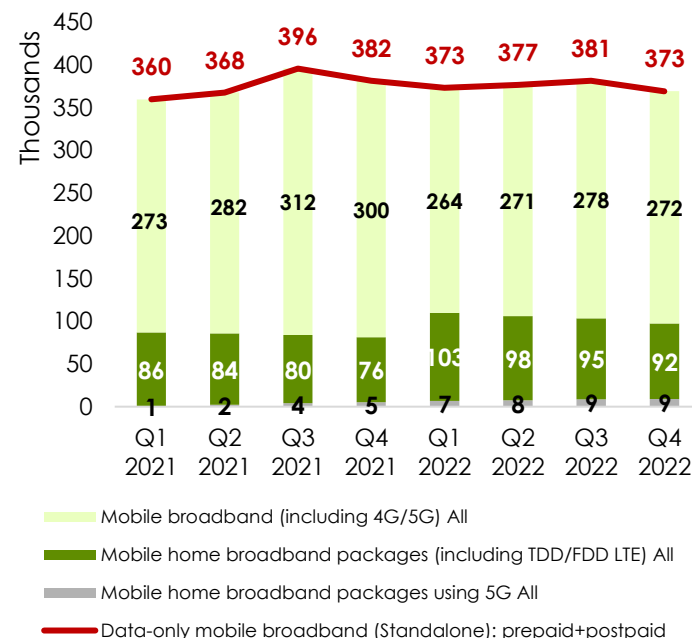


No. of broadband subscriptions (End of Q4 2022)
2,496,789**
160% Penetration rate

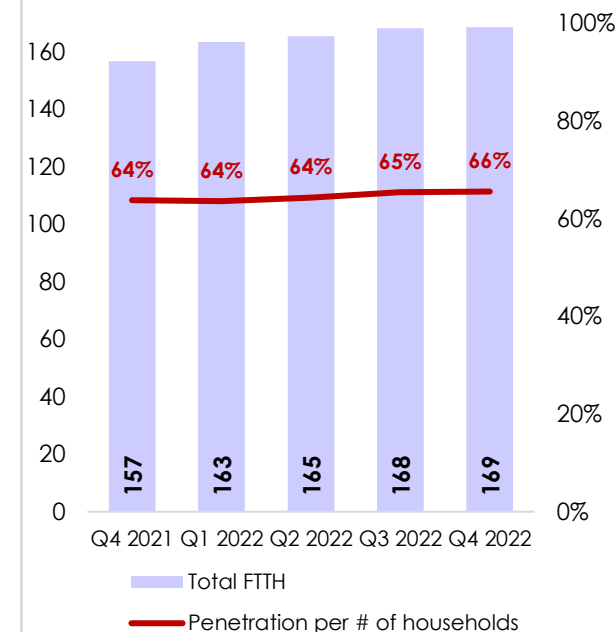
Broadband Subscriptions and Penetration



Mobile BB - Standalone Subscriptions breakdown



Fiber subscriptions and household penetration***



*** 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 – Q4 2022



Proportion of broadband subscriptions by access type – Q4 2022



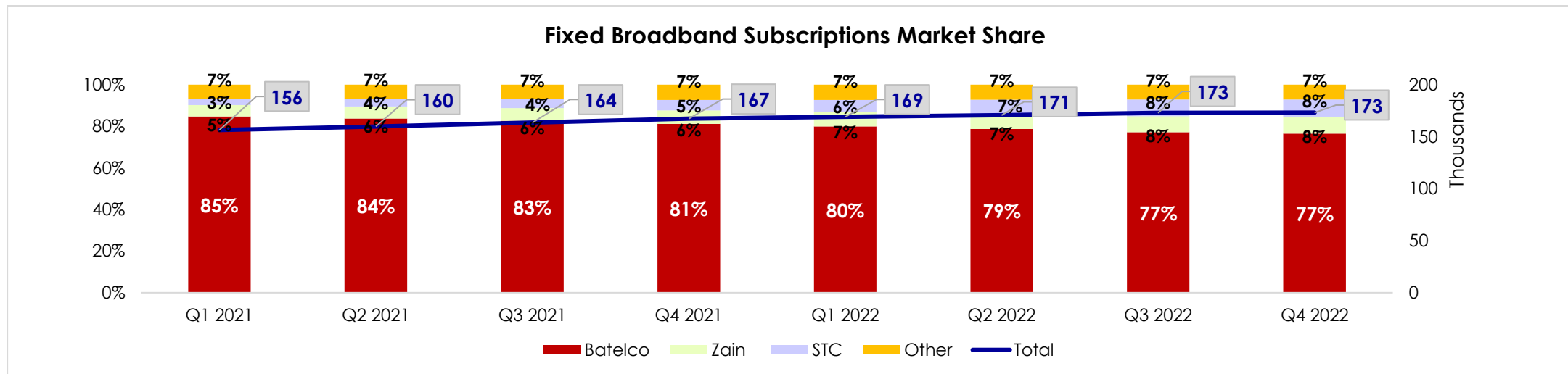
* Doesn't include M2M.

** 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.

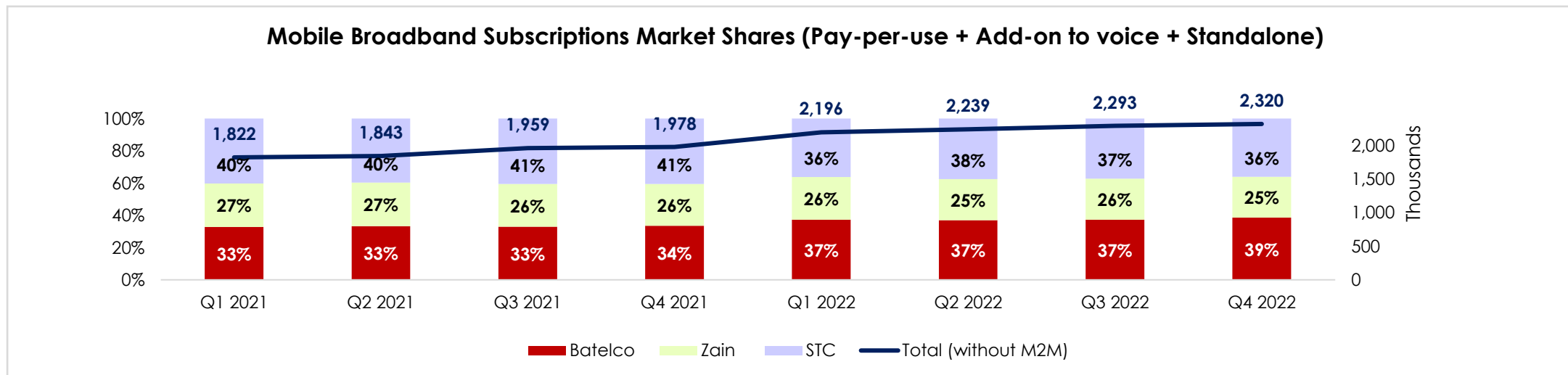
*** Includes BTC, STC and Zain data only.

# of Households	2019	2020	2021	2022
By IGA	239,750	245,983	257,268	257,268

Broadband services: Subscriptions** (2/2)



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



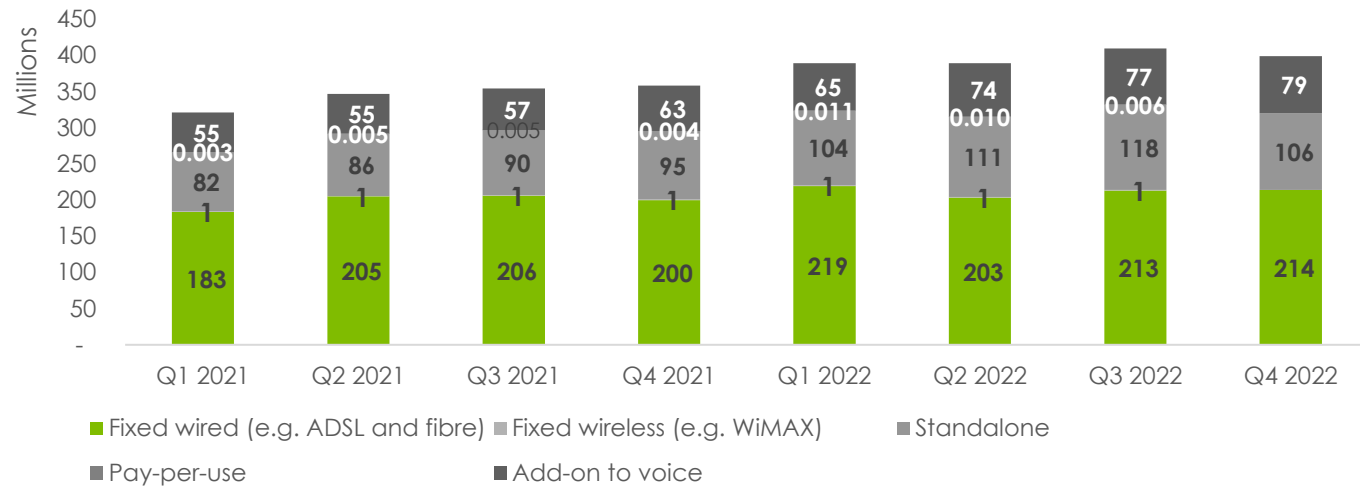
** Standalone numbers have been revised from Q3 2019 as M2M subscribers have been removed from the total number.

Broadband services: Data Traffic 1 of 2

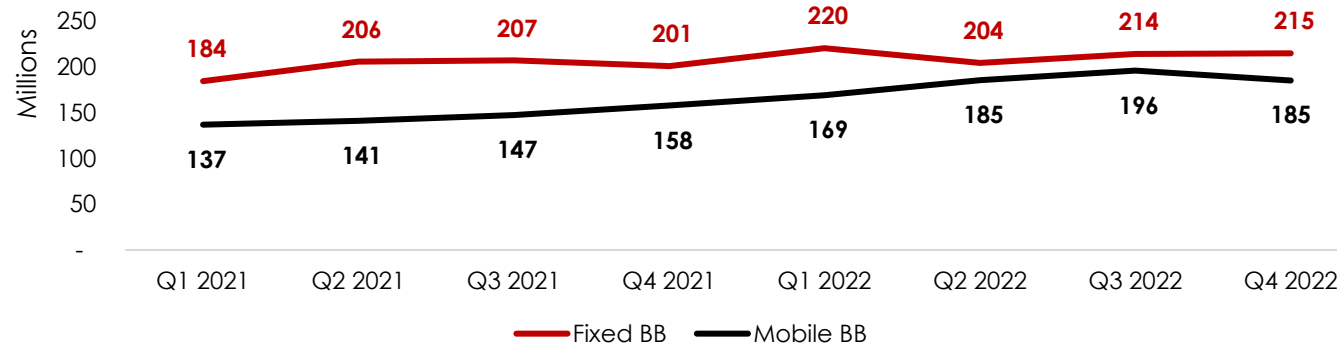


Total data traffic in Gigabyte

Traffic per technology



Quarterly data consumption (Petabyte)



Q4 2021

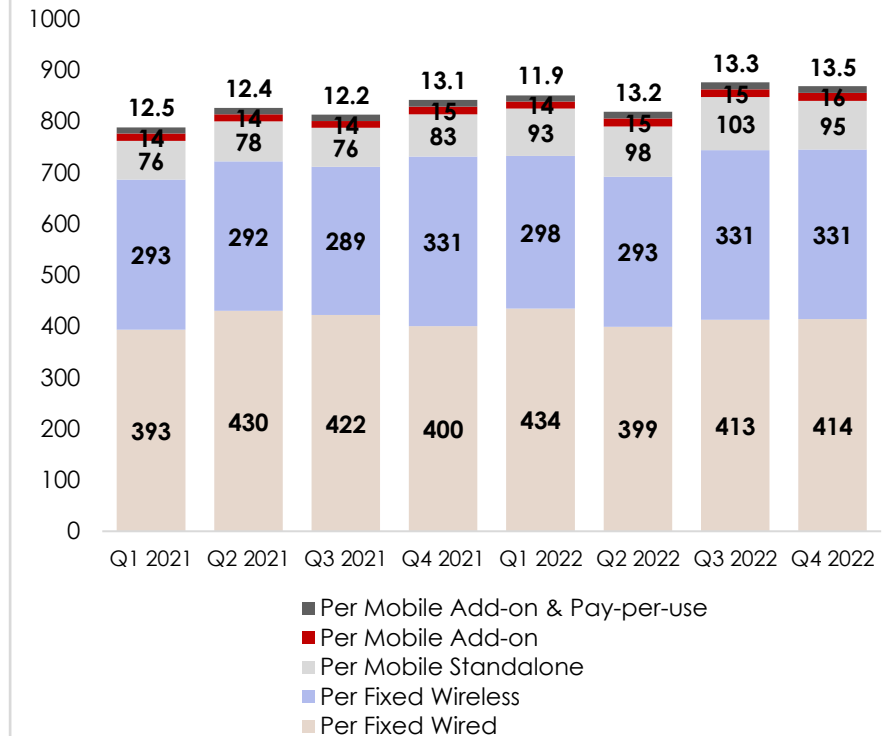
358,434,894

Q4 2022

399,876,218

12%

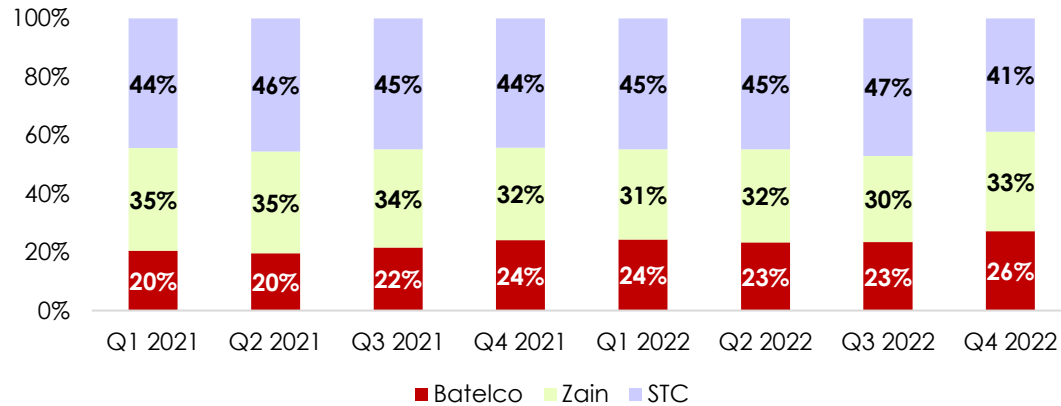
Monthly Average data consumption per subscriptions (Gigabyte)



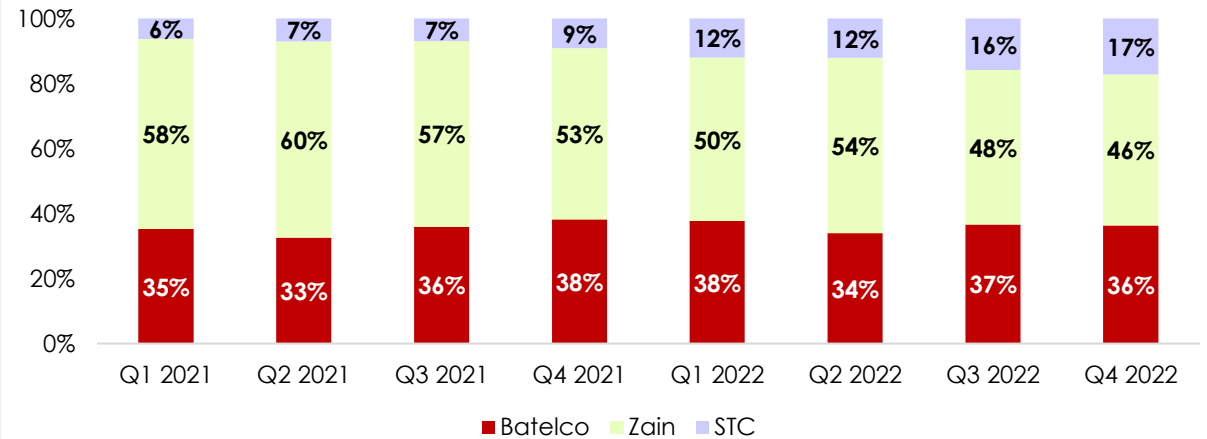
*Average fixed wireless traffic is relatively high due to non-residential subscribers having high usage.

Broadband services: Data Traffic 2 of 2

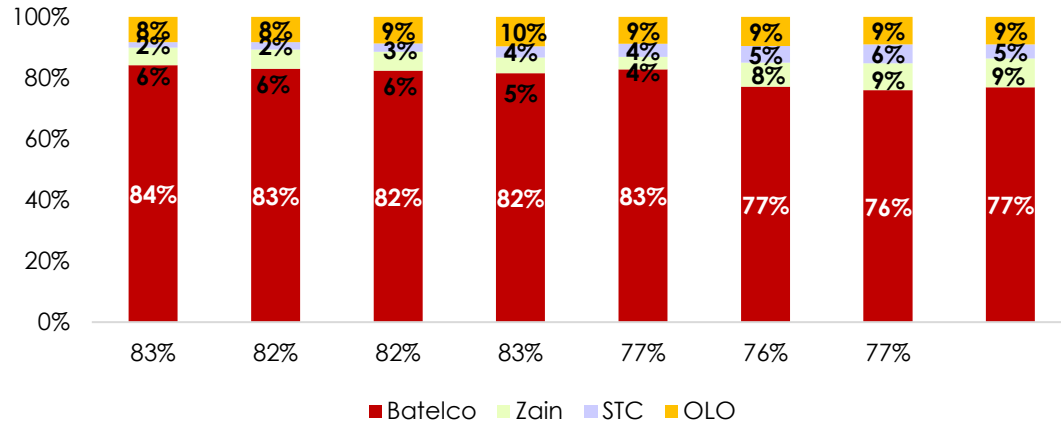
Mobile Broadband Traffic Market Share (Pay-per-use, Standalone & Add-on)



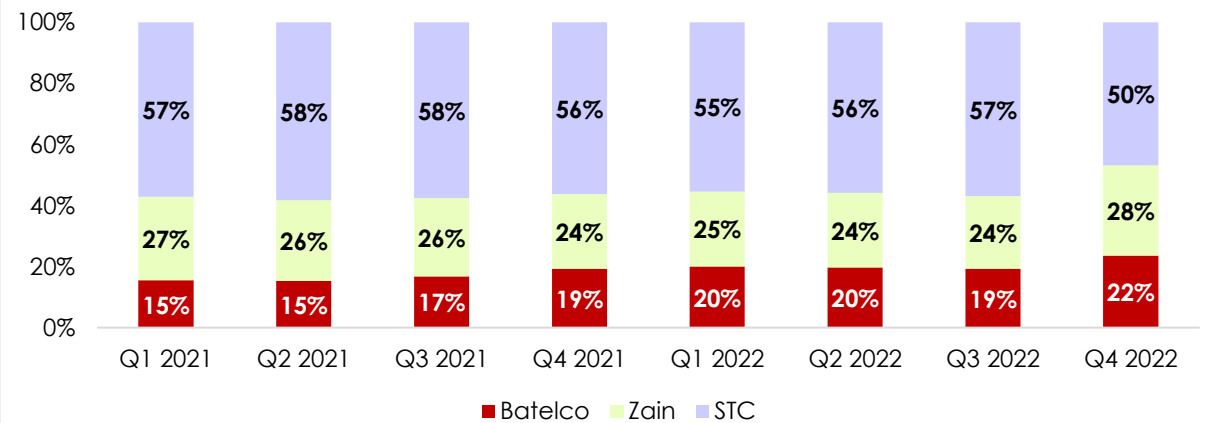
Mobile Broadband Traffic Market Share - Prepaid



Fixed Broadband Traffic Market Share



Mobile Broadband Traffic Market Share - Postpaid

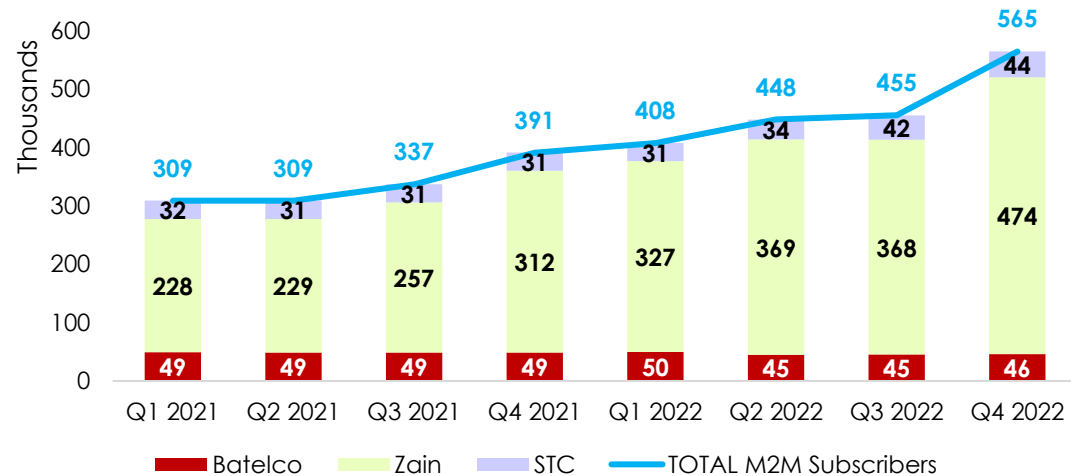


*An operator's internet broadband services which are provided over TDD LTE network under Fixed Wireless have been included under Mobile Standalone as of 2020.

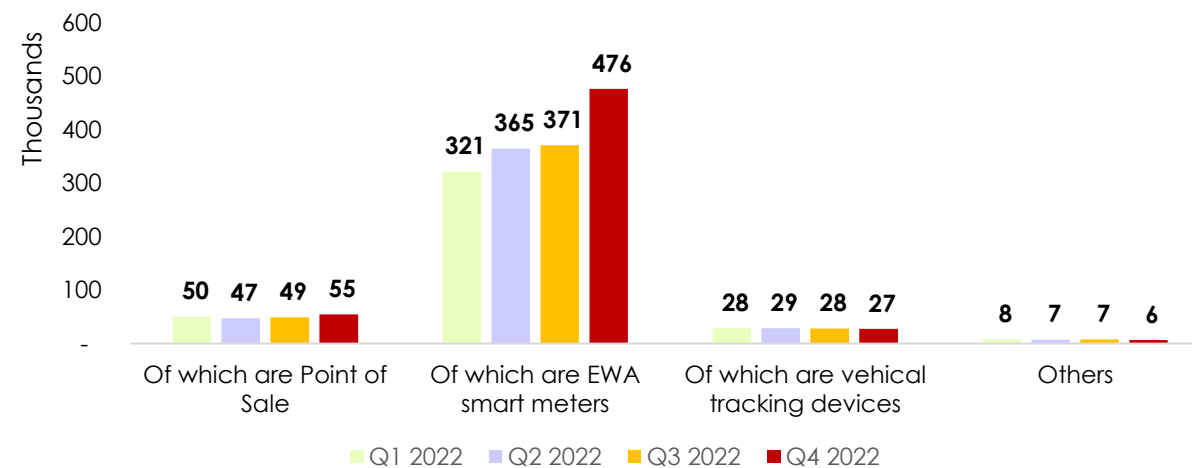
**Fixed wired data traffic was revised from June 2018.

M2M Subscribers & Traffic

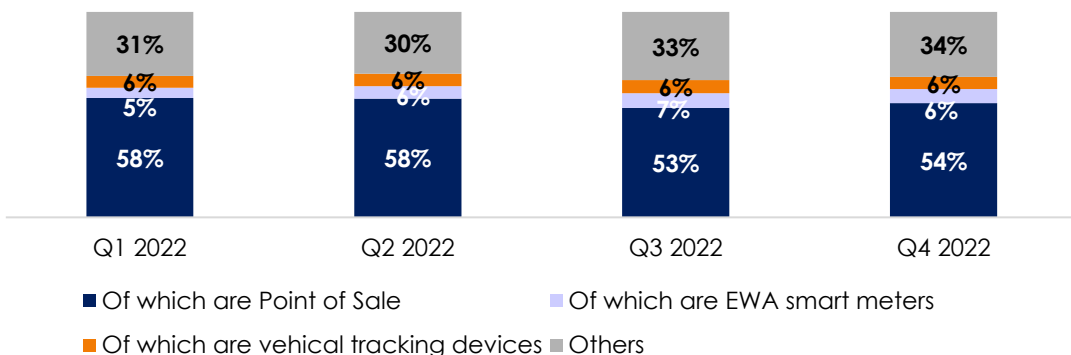
M2M Subscribers (Thousands)



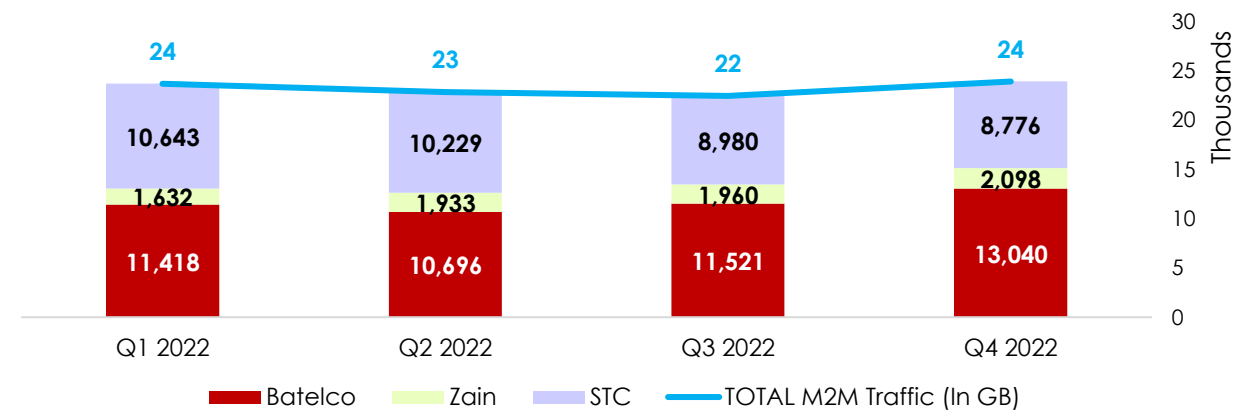
M2M Subscribers by type



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								
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Batelco	469,295	474,024	494,067	532,275	N/A	N/A	N/A	N/A
Zain	430,177	436,473	445,257	434,705	683	640	494	525
STC	449,568	470,630	489,862	475,519	N/A	N/A	N/A	N/A
Total	1,349,058	1,381,127	1,429,186	1,442,499	683	640	494	525

Postpaid <u>residential</u> subscribers								
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Batelco	215,136	218,599	222,288	244,879	39,738	39,675	39,797	39,851
Zain	98,189	104,227	107,815	108,322	27,359	27,253	27,253	27,109
STC	240,658	246,346	251,246	253,956	19,346	20,301	22,934	24,122
Total	553,983	569,172	581,349	607,157	86,443	87,229	89,984	91,082

Fixed line subscriptions – raw data

Fixed line subscriptions – PSTN & VoIP (residential)

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

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

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

* 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
Basic-rate ISDN	645	688	679	665
Primary-rate ISDN	1,340	1,463	1,470	1,467
Total	1,985	2,151	2,149	2,132

Fixed Broadband subscriptions – raw data

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

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

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

	Q1 2022	Q2 2022	Q3 2022	Q4 2022
Batelco	2,722	2,606	2,451	2,399
Zain	909	1,128	1,231	1,417
STC	614	675	810	814
OLOs (res+nonres)	12,244	12,244	12,244	12,244
Total	169,163	170,699	172,867	173,101

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

Total Mobile Broadband subscriptions* – raw data

Mobile Broadband subscriptions – (Prepaid)

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

Mobile Broadband subscriptions – (Postpaid)

Batelco	350,955	355,598	360,841	363,828
Zain	163,312	172,972	178,936	182,193
STC	444,702	451,698	449,324	453,393
Total**	2,196,020	2,080,424	2,292,572	2,323,688

* 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)

	Q1 2022			Q2 2022			Q3 2022			Q4 2022		
	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
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
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

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	200,610
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
Pay-per-use	1,847	239	691	1,853	260	555	1,841	240	465	1,820	214	427
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

* 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.