

Draft for consultation

MDDD 2016 Reporting Notice

Notice

**to Ooredoo Qatar, Vodafone Qatar and
Qatar National Broadband Network
(Qnbn)**

for a

**Revised Reporting Obligations following
the Market Definition and Dominance
Designation 2016 (CRARAC 09/05/2016
A, dated May 09, 2016)**

**Deadline for SPs to provide a
redline of this document and
comments: April, 18 2017**

CRARAC 2017/04/10

April 10, 2017

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1 Background

1. The process for setting up the revised MDDD Reporting started on August 14, 2016, when CRA asked Ooredoo Qatar ("Ooredoo"), Vodafone Qatar ("Vodafone") and Qatar National Broadband Network ("Qnbn"), "the Service Providers (SPs)", for views on CRA's proposed new reporting framework (ref. our letter CRA/RAC-E/097/2016).
2. The SPs submitted their views and comments by September 25, 2016, consistent with the deadline set by CRA (ref. our letter CRA/RAC-E/109/2016, dated August 30, 2016).
3. On October 30, 2016, an Industry Meeting was held to discuss the subject matter.
4. On November 8, 2016, the CRA sent to the Service Providers the presentation delivered during the Industry Meeting, along with the minutes of the meeting, which included the agreed action points (ref. CRA/RAC-E/144/2016).
5. On November 29, 2016, CRA sent to the Service Providers a letter fulfilling the actions points agreed during the Industry Meeting, along with specific clarification required by Vodafone, the updated Future MDDD Reporting Format Template (ref. CRA/RAC-E/148/2016).
6. On January 5, 2017, CRA sent an email asking the Service Providers to provide their comments and suggestions on the above letter. An official letter was also sent on January 12, 2017 (ref. CRA/RAC-E/003/2017).
7. On January 12, 2017, the Service Providers provided their comments and suggestions on the agreed items.
8. On April xx, 2017 the CRA issued a consultation on this Regulation/Instruction, asking for comments from the SPs.
9. SPs responded by the timeline defined the CRA.
10. CRA has taken into account the comments of the SPs
11. (N.B. The part highlighted in yellow will be completed after this consultation)

2 Legal Basis

Emiri Decree No. (42) of 2014 Establishing the Communications Regulatory Authority (CRA)

12. Article (4) states

The Authority shall be responsible for regulating the communications information technology and the post sector, as well as access to digital media, with the aim of providing advanced and reliable telecommunication services across the State. The Authority shall have all the powers necessary to undertake the above and, in particular, the following:

1. Set Regulatory frameworks for the communications, information technology the post sector, and access to digital media, in line with the general policies of the sector and to enable optimum performance [...]

3. Encourage competition and prohibit or minimize anti-competitive practices, prevent misuse by any person or entity of its market dominance position, and take all necessary measures to achieve this [...]

12. Conduct studies and research in the telecommunications sector in order to encourage modernizing telecommunication networks and services [...]

*15. any other tasks or functions entrusted to it under the legislation in force
“Encourage competition and prohibit or minimize anti-competitive practices, prevent misuse by any person or entity of its market dominance position, and take all necessary measures to achieve this”*

13. Article (15) states Regulatory and Competition Affairs Department of CRA shall
- 1. Determine the criteria to assess, and modify if required, the market dominance status, and lay down economic rules in this regard [...]*
 - 6. develop criteria for the market definitions follow up market conditions, competition, and the status of dominant service provider [...]*

Telecommunication Law (the Law)

14. Article (4) states the General Secretariat (now CRA) shall have the following powers and authorities:

- 4. setting and enforcing the appropriate remedies to prevent service providers from engaging or continuing anti-competitive practices [...]*
- 10. requiring the provision of information which enables it to exercise and perform its authorities and powers, including network or service development plans and financial, technical, statistical information and accounting records and other information*
- 11. ensuring the provisions of this Law and its Executive By-Law, regulations and decisions issued pursuant to it, are complied with.*

15. Article (42) states the CRA shall undertake the designation of the service providers and determination of the extent of their significant market power or dominance in the market and must prior to making such designation the General Secretariat shall perform the following:

- 1 determine relevant products and services markets including the geographic scope or territory;*
- 2 determine the standards and methodology to be applied in determining the degree of market power or other standard of significant market power or dominance in relevant markets; and*
- 3 conducting an analysis of the relevant products and services markets through applying the identified standards and methodology in specific circumstances.*

The Executive By-Law, regulations, rules and orders shall specify the standards, methodology and operations for market power designation.

16. Article (62) states CRA may require service providers or others to provide information necessary for exercising its powers, and the information shall be furnished the form, manner and time as the General Secretariat specifies. A person required to provide information may inform the General Secretariat of any reasons which will prevent the provision of the information, and may request the General Secretariat not to disclose all or part of the information submitted for reasons of its commercial nature or confidentiality.

Executive By-Law for the Telecommunications Law (the By-Law)

17. Article (72) states the CRA shall issue a notice which establishes the standards and methodology that it will apply in determining whether Significant Market Power exists in a particular relevant market. The General Secretariat shall publish the methodology on the website of the Supreme Council (now CRA) and may be modified from time to time by it.

The methodology may include the following criteria for assessing the degree of market power in a relevant market:

- 1 market share*
- 2 absolute and relative size of the firm in the relevant market.*
- 3 degree of control of facilities and infrastructure that would be uneconomical for another person to develop to provide services in the relevant market.*
- 4 economies of scope and scale.*
- 5 absence of countervailing buyer power, including customer churn characteristics.*
- 6 structural and strategic barriers to entry and expansion.*
- 7 any other factors relevant to evaluating the existence of market power in a particular market. [...]*

The methodology may also provide guidance on the parameters that will be used for measuring market share (number of lines, number of minutes, revenues or other relevant metrics).

18. Article (73) states CRA

*shall undertake a baseline review of those telecommunications markets that it determines should be examined as a matter of priority. In undertaking its assessment, the General Secretariat shall rely on the best data available to it, and **all market participants shall cooperate fully in furnishing information requested by the General Secretariat in order to carry out its evaluation.***

19. Article (127) allows CRA to

require Service Providers or others to provide it with information that it deems necessary for the exercise of its powers or that enables it to perform its functions.

20. Article (128) clarifies that

Such information shall be provided in the format specified by the Information Request and may include, but not limited to, data that must be calculated or compiled by the recipient of the Information Request, original paper-based documents and information stored in digital electronic format.

21. Article (129) states

The Information Request shall specify the data that is required, identify the proceeding and purpose for which the data is being collected, and indicate the time period within which the information must be supplied to the General Secretariat. The General Secretariat may extend the deadline for the submission of part or all of the information requested if the recipient of the Information Request provides a convincing justification, in writing, at least five (5) working days before the date on which the information is due.

22. Article (130) requires CRA to

take into consideration a request made by the recipient of the Information Request for the confidential treatment of the information provided and the General Secretariat shall ensure that appropriate measures are taken to protect the confidentiality of information, which the General Secretariat determines to be confidential or commercially sensitive.

23. Article (131) states

The recipient of an Information Request shall cooperate fully and shall provide true and complete answers to the questions posed within the timeframe established by the General Secretariat.

Licenses

24. In accord with the basic conditions of the Licenses,

The licensee shall provide true and complete responses on a timely basis to all information requests [...] and shall comply in good faith with any reporting requirements issued [...] in accordance with procedures established by the Applicable Regulatory Framework.

MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016

25. Section 7 of the MDDD Notice and Orders states

the Authority requires market data to be submitted by the SPs on a quarterly, basis. Ooredoo, Vodafone and any other SP at wholesale or Retail level are therefore obliged to submit to the Authority on a quarterly basis, coinciding with their quarterly published results (no later than a week after its publication), basic Indicators on the Relevant Markets.

The Authority will notify SPs of their reporting requirements. The Authority will consult on the format of reporting under the new market definitions and this will be communicated in a separate and forthcoming consultation process.

Until new reporting requirements are set by the Authority the existing reporting requirements remain.

If those indicators illustrate a significant change or anomalies in market conditions in any particular market, the Authority may start an in-depth investigation in the Relevant Market(s).

3 Scope

26. This Notice:

- 26.1. Set the Definitions applicable to the MDDD Reporting;
- 26.2. Provide the Guidelines for compiling the MDDD Reporting;
- 26.3. Simplify the Reporting obligations in charge of the SPs;
- 26.4. Set the Timeline for the SPs to deliver the MDDD Reporting to the CRA;
- 26.5. Define the MDDD Reporting Format;
- 26.6. Clarify how CRA will monitor the Compliance of the SPs with this Notice;
- 26.7. Set a Review Mechanism.

4 Definitions applicable to the MDDD Reporting

27. In the application of the provisions of this Notice, the words and expression contained herein shall have the same meaning set out in the Emiri Decree, in the Telecom Law and in Executive By-Law.

28. The following words and expressions shall have the meaning opposite to them:

- 28.1. **Business Lines:** Lines paying a Business Tariffs and/or classified as such by the SPs;
- 28.2. **Number of Active Lines:** The number of active lines that have registered an activity in the past three months;
- 28.3. **Number of Active Channels:** two (2) channels per any BRI Active Subscriptions and thirty (30) channels for any PRI Active Subscriptions;

- 28.4. **Managed VoIP Lines:** VoIP subscriptions refer to the number of voice over internet protocol (VoIP) fixed line subscriptions;
- 28.5. **Minutes:** number of minutes of traffic during the reference quarter;
- 28.6. **Post-paid Subscriptions:** Refers to mobile subscriptions that use prepaid refills. These are subscriptions where, instead of paying an ongoing monthly fee, users purchase blocks of usage time including voice calling, messaging and data with a range of spending options for predefined sets of usage credit and service validity duration;
- 28.7. **Pre-paid Subscriptions:** Refers to mobile subscriptions where the users pay an ongoing monthly fee, for voice calling, messaging and data offered by the SPs pursuant to the terms of the chosen tariff;
- 28.8. **Relevant Markets:** the Markets as defined by the CRA in outcome to the MDDD process (ref. MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016 and related Orders and Economic Analyses issued during the above proceeding on MDDD);
- 28.9. **Residential Lines:** Subscribers paying a Residential Tariffs and/or classified as such by the SPs;
- 28.10. **Retail and Wholesale Services:** the Services as defined by the CRA in outcome to the MDDD process (ref. MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016 and related Orders and Economic Analyses issued during the above proceeding on MDDD);
- 28.11. **Reporting Format:** The excel file attached to this Notice;
- 28.12. **Revenue:** Revenue represents the fair value of consideration received or receivable for services and equipment sales net of discounts and sales taxes. The SPs shall use definitions and revenue recognition criteria consistent with the Accounting Policies used for the preparation of their Financial Statements, unless differently required in this Notice;
- 28.13. **Used Bandwidth:** the Bandwidth used (i.e. bandwidth actually consumed by the customers) by the Subscribers during the reference quarter;
- 28.14. **Subscriber:** the person or entity that enters into an agreement with the SPs to receive and pay for service;

5 Guidelines applicable to the MDDD Reporting

- 29. The SPs are required to submit the data:
 - 29.1. Pursuant the definitions included in Section 4 above;
 - 29.2. According to the timeline set in Section **Error! Reference source not found.** below;
 - 29.3. Using the Reporting Format attached to this Notice.
- 30. The SPs are responsible for:
 - 30.1. The accurateness and correctness of the data;
 - 30.2. The consistency of the data submitted with the quarterly published financial data.
- 31. Upon request, the SPs shall disclose to CRA any assumption and/or methodology implemented for the MDDD reporting, such as the calculation of the Sold Bandwidth, the attribution of bundled revenue to the individual services, the split between residential and business customers, etc.

32. The split between residential and business customers shall be based on actual data collected on the fourth financial quarters, but could be estimated in the other quarters.
33. For the Market M8a, gross revenues shall be provided. Actual revenue belonging to this Market shall be provided on the fourth financial quarters, but could be estimated in the other quarters.
34. Data provided by the SPs will not be considered confidential unless explicitly requested by the SPs. In assessing the request of the SPs for data's confidentiality, the CRA will act consistently with the provisions of the Telecommunication Law and of the Executive by Law.

6 Simplification of the Reporting Obligations

6.1 Broadband Reporting from Ooredoo and Vodafone

35. This Broadband Report is currently required from Ooredoo and Vodafone monthly, with the scope to monitor the penetration of the fiber broadband services and the deployment of the fiber access network.
36. In order to streamline the reporting obligations, the CRA now merges the Broadband Reporting with this MDDD Reporting (2017). Therefore, the obligation on Ooredoo and Vodafone to deliver the monthly Broadband Report is revoked commencing calendar year 2017.
37. The relevant information has been added to the Reporting Format.

6.2 Tariff Data Report from Qnbn

38. This Tariff Data Report (wholesale and retail) is currently required from Qnbn quarterly, with the main scope to monitor the volume sold and revenue earned from Retail and Wholesale products.
39. In order to streamline the reporting obligations, the CRA now merges the Tariff Data Report with this MDDD Reporting (2017). Therefore, the obligation on Qnbn to deliver the quarterly Tariff Data Report is revoked commencing calendar year 2017.
40. The relevant information has been added to the Reporting Format.

6.3 Retail Mobile Tariff Report

41. This Report is required from Ooredoo monthly, with the scope to monitor the profitability of the Relevant Retail Mobile Markets (ref. Retail Tariff Instructions, CRA 2015/05/07).
42. Definitions, Guidelines and Reporting Format applicable to the Tariff Report have been agreed and shared with Ooredoo.
43. The CRA is of the view that this report shall be submitted quarterly starting from the first calendar quarter of the year 2017, to ensure consistency with the data included in the MDDD Reporting.

7 MDDD Reporting Format

44. The MDDD Reporting Format is attached to this Notice.
45. The Reporting Format can be amended:
 - 45.1. Upon initiative of the CRA, in case of changes in the Retail Offers of the SPs that requires additional or different data to monitor the Markets (for example, launch of the VoLTE) or for improving and or amending the Format;
 - 45.2. Upon request of the SPs
46. Any changes will be consulted on with all the Service Providers.

8 Methodology and Tools for Monitoring the Compliance

47. Under Article 11 of the Telecommunications Law, the CRA is required to monitor the compliance of licensees in accordance with their licenses and the accompanying law and by law.
48. Article 4 (14) of the Emiri Decree number (42) of 2014, specifically mandates the CRA to monitor compliance licenses with the regulatory frameworks and take the necessary measures to ensure their compliance.
49. CRA will monitor the compliance of the SP's with this Notice, *inter alia*, but not limited to against the following criteria:
 - 49.1. Timely submission of the data (cf. section 9 below). This monitoring will be carried out upon filing the submission via email with the filled in Microsoft Excel template;
 - 49.2. Consistency of the data provided by the SPs with definitions and guidelines set in section 4 and 5 of this Notice;
 - 49.3. Consistency of the submission with the MDDD Reporting Format provided in section 7 of this Notice;
 - 49.4. Reconciliation of the total revenue provided by the SPs with the quarterly Financial Statements published by the SPs;
 - 49.5. Consistency of the data over the quarters. This monitoring will be carried out through comprehensively analyzing the trends. Any inconsistency noted in the data will be notified and discussed with the SPs, which will be required to provide explanations and to rectify the data - if needed.
50. In the event of non-compliance, it shall result in one or a combination of the following enforcement provisions as stipulated under the Telecommunication Law:
 - 50.1. Invoking the provisions of chapter sixteen of the Law, whereby the Licensee shall be subject to criminal prosecution as a form of punishment for non-compliance with the relevant provisions of the Law and its license; and
 - 50.2. Such non-compliance shall under Article 70 be punishable as an offence by a term of imprisonment not exceeding two (2) years and or a fine not exceeding may be imposed as provided for in the law and any subsequent amendment thereto; or
 - 50.3. Such non-compliance shall under Article 67 be punishable as an offence by imposing a term of imprisonment not exceeding one year and a fine not exceeding one million Qatari Riyals; and
 - 50.4. Under Article 71, the person responsible for the management of the corporate entity, shall be punished with the same penalties assigned to the acts that are committed in violation of the rules of this law, if it is proved that such person was aware of such acts or the breach of his or her duties rendered upon him or her by such management, had contributed to the offense..

9 Order to Ooredoo, Vodafone and Qnbn

51. The CRA requires the MDDD Reporting to be submitted by the SPs on a quarterly basis, within four (4) weeks after the publication of their quarterly financials.
For companies not publishing quarterly results the MDDD Reporting must be submitted within 4 weeks after the end of the calendar quarter.
52. This requirement commences with the first quarter of the calendar year 2017, i.e. January to March 2017.

Signed on April 10, 2017 by

Mohammed Ali Al-Mannai
President of the Communications Regulatory Authority

*** End of Document ***

		2017	
		CY Q1 [VF FY Q4]	
Retail	Unit		
M1 - Retail National Fixed Voice and Broadband Services		*	2017 Q1
M1a - Retail Fixed Access Services		*	
Volume / Subscriptions (lines / subscriptions / channels)			
Residential POTS (DEL) lines total (voice stand alone, 2p, 3p)- Copper	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Business POTS (DEL) lines total (voice stand alone, 2p, 3p) - Copper	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Residential POTS (DEL) lines total (voice stand alone, 2p, 3p) - Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Business POTS (DEL) lines total (voice stand alone, 2p, 3p) - Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Residential POTS (DEL) lines - Voice standalone - Copper + Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Business POTS (DEL) lines - Voice standalone - Copper + Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Total Residential POTS (DEL) lines - Copper + Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
Total Business POTS (DEL) lines - Copper + Fiber	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
ISDN BRI lines	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
ISDN BRI channels	# eoq/eoy	*	
	Total		0
Number of active channels (2 channels per BRI line)		SP #1	0

Number of active channels (2 channels per BRI line)		SP #2	0
ISDN PRI lines	# eoq/eoy	*	
	Total		0
Number of active lines		SP #1	0
Number of active lines		SP #2	0
ISDN PRI channels	# eoq/eoy	*	
	Total		0
Number of active channels (30 channels per line)		SP #1	0
Number of active channels (30 channels per line)		SP #2	0
Managed VoIP Lines	# eoq/eoy	*	
	Total		0
Number of active lines (excludes unmanaged VoBB/VoIP services)		SP #1	0
Number of active lines (excludes unmanaged VoBB/VoIP services)		SP #2	0
Total Lines	# eoq/eoy	*	
	Grand Total		0
Sum of POTS lines, ISDN BRI and PRI lines and Managed VoIP lines		SP #1	0
Sum of POTS lines, ISDN BRI and PRI lines and Managed VoIP lines		SP #2	0
Total channels	# eoq/eoy	*	
	Grand Total		0
Sum of POTS lines, ISDN BRI and PRI channels and Managed VoIP lines		SP #1	0
Sum of POTS lines, ISDN BRI and PRI channels and Managed VoIP lines		SP #2	0
Financial Metrics		*	
Residential POTS (DEL), ISDN, Managed VoIP - Voice Only		*	
	QAR	Total	
Residential revenue voice	QAR	SP #1	0
Residential revenue voice	QAR	SP #2	0
Business POTS (DEL), ISDN, Managed VoIP - Voice Only		*	
	QAR	Total	
Business revenue voice	QAR	SP #1	0
Business revenue voice	QAR	SP #2	0
Annexure B - Total revenues	QR thousands	*	
	Total		0
Services in Annex B (both consumer & Business)		SP #1	0
Services in Annex B (both consumer & Business)		SP #2	0
ARPU (/channels)	Total Market	*	
	Average		#DIV/0!
ARPU (/channel)	QR/month	SP #1	#DIV/0!
ARPU (/channel)	QR/month	SP #2	#DIV/0!
Market share Revenue	ms		
	Sum ms		#DIV/0!
Market Share - Annexure B revenues	%	SP #1	#DIV/0!
Market Share - Annexure B revenues	%	SP #2	#DIV/0!
Channels share			
			#DIV/0!
Market Share - Annexure B revenues	%	SP #1	#DIV/0!
Market Share - Annexure B revenues	%	SP #2	#DIV/0!
M1b - Retail National Fixed Call Services			
Volume/Traffic			
F:F (own network)	# technical minutes (not billed minutes)	*	
	Total		0

Minutes to fixed national (own network)		SP #1	0
Minutes to fixed national (own network)		SP #2	0
F:F (OLO)	# technical minutes (not billed minutes)	*	
	Total		0
Minutes to fixed national (other OLO networks)		SP #1	0
Minutes to fixed national (other OLO networks)		SP #2	0
F:M (own network)	# technical minutes (not billed minutes)	*	
	Total		0
Minutes to mobile national (own network)		SP #1	0
Minutes to mobile national (own network)		SP #2	0
F:M (OLO)	# technical minutes (not billed minutes)	*	
	Total		0
Minutes to mobile national (other OLO networks)		SP #1	0
Minutes to mobile national (other OLO networks)		SP #2	0
Calling cards (own and OLO) - not included above	# technical minutes (not billed minutes)	*	
	Total		0
Minutes from calling cards to call national used on fixed networks		SP #1	0
Minutes from calling cards to call national used on fixed networks		SP #2	0
Total Traffic	# technical minutes (not billed minutes)	*	
	Grand total		0
Total Traffic		SP #1	0
Total Traffic		SP #2	0
Financial Metrics (national call revenues)			
F:F (own network)	QR thousands	*	
	Total		0
revenues from fixed national calls		SP #1	0
revenues from fixed national calls		SP #2	0
F:F (OLO)	QR thousands	*	
	Total		0
revenues from fixed national calls		SP #1	0
revenues from fixed national calls		SP #2	0
F:M (own network)	QR thousands	*	
	Total		0
revenues from mobile national calls		SP #1	0
revenues from mobile national calls		SP #2	0
F:M (OLO)	QR thousands	*	
	Total		0
revenues from mobile national calls		SP #1	0
revenues from mobile national calls		SP #2	0
Calling cards (own and OLO) - not included above	QR thousands	*	
	Total		0
revenues from calling cards to call national used on fixed networks		SP #1	0
revenues from calling cards to call national used on fixed networks		SP #2	0
Annexure B - Call revenues	QR thousands	*	
	Total		0
Authorised Services according to Annexure B of the Licenses		SP #1	0
Authorised Services according to Annexure B of the Licenses		SP #2	0
Annexure B - Other revenues	QR thousands	*	
	Total		0
Authorised Services according to Annexure B of the Licenses - other than calls		SP #1	0

Authorised Services according to Annexure B of the Licenses - other than calls		SP #2	0
Cross - checks and market share [based on Annexure B markets]		*	
Revenue / minute Annexure B only	QR/minute	Total	#DIV/0!
Revenue/minute (Annexure B revenues)	QR/minute	SP #1	#DIV/0!
Revenue/minute (Annexure B revenues)	QR/minute	SP #2	#DIV/0!
Market share Revenue		Total	#DIV/0!
Annexure B revenues	%	SP #1	#DIV/0!
Annexure B revenues	%	SP #2	#DIV/0!
Traffic Share		Total	#DIV/0!
Annexure B services	%	SP #1	#DIV/0!
Annexure B services	%	SP #2	#DIV/0!
M1c - Retail Fixed Broadband Services			
Volume / Subscriptions			
Total BB Lines (Fiber + Copper + Other, Residential + Business, All speeds)	# at end of quarter	Total	0
Total Number of Lines		SP #1	0
Total Number of Lines		SP #2	0
Total Used Bandwidth - Copper	GByte/quarter	Total	0
Total Used Bandwidth		SP #1	0
Total Used Bandwidth		SP #2	0
Total Used Bandwidth - Fiber	GByte/quarter	Total	0
Total Used Bandwidth		SP #1	0
Total Used Bandwidth		SP #2	0
Total Used Bandwidth other fixed technology	GByte/quarter	Total	0
Total Used Bandwidth		SP #1	0
Total Used Bandwidth		SP #2	0
Total Used Bandwidth - Copper + Fiber + Other fixed Technology	GByte/quarter	Total	0
Total Used Bandwidth		SP #1	0
Total Used Bandwidth		SP #2	0
Financial Metrics			
*			
Annexure B - total Revenue	QR thousands	Total	0
Annexure B - total Revenue		SP #1	0
Annexure B - total Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
*			
Revenue per line - Annexure B, monthly	QR month	Average	#DIV/0!
Revenue per line - Annexure B revenues, monthly		SP #1	#DIV/0!
Revenue per line - Annexure B revenues, monthly		SP #2	#DIV/0!
Market share	%	Total	#DIV/0!
Total Lines		SP #1	#DIV/0!
Total Lines		SP #2	#DIV/0!

Lines' share		%		
			Total	#DIV/0!
Annexure B revenues			SP #1	#DIV/0!
Annexure B revenues			SP #2	#DIV/0!
M2 - Retail International Outgoing Call Services				2017 Q1
M2a - Retail International Outgoing Call Services at a Fixed location – Residential Customers				
Volume / Subscriptions				
Residential F:I		# technical minutes (not billed minutes) / quarter	Total	0
Minutes from fixed to international (fixed and mobile destinations)			SP #1	0
Minutes from fixed to international (fixed and mobile destinations)			SP #2	0
Residential Calling cards: F:I - not included above		# technical minutes (not billed minutes) / quarter	Total	0
Minutes from fixed calling cards to international (fixed and mobile destinations)			SP #1	0
Minutes from fixed calling cards to international (fixed and mobile destinations)			SP #2	0
Total Volume Residential F:I		# technical minutes (not billed minutes) / quarter	Total	0
Minutes F:I			SP #1	0
Minutes F:I			SP #2	0
M2a - Retail international outgoing call services at a fixed location – Residential customers				
Financial Metrics				
Revenue from calls Residential F:I		QR thousands	Total	0
Residential revenues from fixed to international (fixed and mobile destinations)			SP #1	0
Residential revenues from fixed to international (fixed and mobile destinations)			SP #2	0
Residential Calling cards: F:I - not included above		QR thousands	Total	0
Residential revenues from fixed calling cards to call international used on fixed and mobile networks			SP #1	0
Residential revenues from fixed calling cards to call international used on fixed and mobile networks			SP #2	0
Total Revenue from calls Residential F:I		QR thousands	Total	0
Revenue F:I			SP #1	0
Revenue F:I			SP #2	0
Total Revenue Residential F:I - Other Revenue from Services included in Annexure B		QR thousands	Total	0
Revenue F:I			SP #1	0
Revenue F:I			SP #2	0
Total Revenue Residential F:I Annexure B		QR thousands	Total	0
Revenue F:I			SP #1	0
Revenue F:I			SP #2	0
M2b - Retail international outgoing call services at a fixed location – Business customers				
Volume / Subscriptions				
Business F:I		# technical minutes (not billed minutes) / quarter	Total	0
Minutes from fixed to international (fixed and mobile destinations)			SP #1	0
Minutes from fixed to international (fixed and mobile destinations)			SP #2	0
Business Calling cards: F:I - not included above		# technical minutes (not billed minutes) / quarter	Total	0
Minutes from fixed to international (fixed and mobile destinations)			SP #1	0

Minutes from fixed to international (fixed and mobile destinations)		SP #2	0
Total Volume Business F:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Minutes F:I		SP #1	0
Minutes F:I		SP #2	0
M2b - Retail international outgoing call services at a fixed location – Business customers			
Financial Metrics			
Revenue from calls Business F:I			
	QR thousands	Total	0
Business revenues from fixed to international (fixed and mobile destinations)		SP #1	0
Business revenues from business fixed to international (fixed and mobile destinations)		SP #2	0
Business Calling cards:F:I - not included above			
	QR thousands	Total	0
Business revenues from fixed calling cards to international (fixed and mobile destinations)		SP #1	0
Business revenues from fixed calling cards to international (fixed and mobile destinations)		SP #2	0
Total Revenue from calls Business F:I			
	QR thousands	Total	0
Revenue F:I		SP #1	0
Revenue F:I		SP #2	0
Total Revenue Business F:I - Other Revenue from Services included in Annexure B			
	QR thousands	Total	0
Revenue F:I		SP #1	0
Revenue F:I		SP #2	0
Total Revenue Business F:I Annexure B			
	QR thousands	Total	0
Revenue F:I		SP #1	0
Revenue F:I		SP #2	0
M2c – Retail International Outgoing Call Services via a Mobile Device – Residential Customers			
Volume / Subscriptions			
Residential M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Minutes from mobile to international (fixed and mobile destinations)		SP #1	0
Minutes from mobile to international (fixed and mobile destinations)		SP #2	0
Residential Calling cards: M:I - not included above			
	# technical minutes (not billed minutes) / quarter	Total	0
Minutes from mobile calling cards to call international (fixed and mobile destinations)		SP #1	0
Minutes from mobile calling cards to call international (fixed and mobile destinations)		SP #2	0
Total Residential International Traffic M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Minutes M:I		SP #1	0
Minutes M:I		SP #2	0
Volume Roaming - Outbound residential			
	# technical minutes (not billed minutes) / quarter	Total	0
Minutes from residential mobile outbound roaming (fixed and mobile destinations)		SP #1	0
Minutes from residential mobile outbound roaming (fixed and mobile destinations)		SP #2	0
Total Market Residential International Traffic M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Total Market Residential International Minutes M:I		SP #1	0
Total Market Residential International Minutes M:I		SP #2	0
M2c – Retail international outgoing call services via a mobile device – Residential customers			

Financial Metrics			
Revenue from calls Residential M:I			
	QR thousands	Total	0
Residential revenues from mobile to international (fixed and mobile destinations)		SP #1	0
Residential revenues from mobile to international (fixed and mobile destinations)		SP #2	0
Revenue Residential Calling cards: M:I - not included above			
	QR thousands	Total	0
Residential revenues from mobile calling cards to international (fixed and mobile destinations)		SP #1	0
Residential revenues from mobile calling cards to international (fixed and mobile destinations)		SP #2	0
Total Revenue from calls Residential International Traffic M:I			
	QR thousands	Total	0
Total Residential International Traffic M:I		SP #1	0
Total Residential International Traffic M:I		SP #2	0
Roaming Revenue Outbound Residential			
	QR thousands	Total	0
Revenue from residential mobile outbound roaming (fixed and mobile destinations)		SP #1	0
Revenue from residential mobile outbound roaming (fixed and mobile destinations)		SP #2	0
Other Revenue from Annexure B Residential International Traffic M:I			
	QR thousands	Total	0
Other Revenue Annexure B Residential Traffic M:I		SP #1	0
Other Revenue Annexure B Residential Traffic M:I		SP #2	0
Total Revenue from Annexure B Residential International Traffic M:I			
	QR thousands	Total	0
Total Revenue Annexure B Residential Traffic M:I		SP #1	0
Total Revenue Annexure B Residential Traffic M:I		SP #2	0
M2d – Retail international outgoing call services via a mobile device – Business customers			
Volume / Subscriptions			
Business M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Mobile business Minutes from mobile to international (fixed and mobile destinations)		SP #1	0
Mobile business Minutes from mobile to international (fixed and mobile destinations)		SP #2	0
Business Calling cards M:I - not included above			
	# technical minutes (not billed minutes) / quarter	Total	0
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)		SP #1	0
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)		SP #2	0
Total Business International Traffic M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Total business International Traffic M:I		SP #1	0
Total Business International Traffic M:I		SP #2	0
Volume Roaming - Outbound Business			
	# technical minutes (not billed minutes) / quarter	Total	0
Business outbound roaming Minutes from mobile to international (fixed and mobile destinations)		SP #1	0
Business outbound roaming Minutes from mobile to international (fixed and mobile destinations)		SP #2	0
Total Market Business International Traffic M:I			
	# technical minutes (not billed minutes) / quarter	Total	0
Total Market Business International Traffic M:I		SP #1	0
Total Market Business International Traffic M:I		SP #2	0
M2d – Retail international outgoing call services via a mobile device – Business customers			
Financial Metrics			
Revenues from calls Business M:I		*	

	QR thousands	Total	0
Business revenues from mobile to international (fixed and mobile destinations)		SP #1	0
Business revenues from mobile to international (fixed and mobile destinations)		SP #2	0
Business Calling cards M:I - not included above		*	
	QR thousands	Total	0
Business revenues from mobile calling cards to international		SP #1	0
Business revenues from mobile calling cards to international		SP #2	0
Total Revenue from Calls Business International Traffic M:I		*	
	QR thousands	Total	0
Total Business International Traffic M:I		SP #1	0
Total Business International Traffic M:I		SP #2	0
Roaming Revenue Outbound Business		*	
	QR thousands	Total	0
Business outbound roaming revenue from mobile to international (fixed and mobile destinations)		SP #1	0
Business outbound roaming revenue from mobile to international (fixed and mobile destinations)		SP #2	0
Other Revenue from Annexure B Residential International Traffic M:I		*	
	QR thousands	Total	0
Other Revenue Annexure Business Traffic M:I		SP #1	0
Other Revenue Annexure Business Traffic M:I		SP #2	0
Total Revenue from Annexure B Residential International Traffic M:I		*	
	QR thousands	Total	0
Total Revenue Annexure B Business Traffic M:I		SP #1	0
Total Revenue Annexure B business Traffic M:I		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Residential			
Total International Residential Traffic M2a + M2c			
	# technical minutes (not billed minutes) / quarter	Total	0
Total international Residential traffic		SP #1	0
Total international Residential traffic		SP #2	0
Residential Annexure B - International Calls Revenue M2a + M2c			
	QR thousands	Total	0
Revenue from calls		SP #1	0
Revenue from calls		SP #2	0
Residential Annexure B - Other Revenue M2a + M2c			
	QR thousands	Total	0
Services in Annexure B - other than calls		SP #1	0
Services in Annexure B - other than calls		SP #2	0
Total Residential Annexure B Revenue M2a + M2c			
	QR thousands	Total	0
Total Revenue Annexure B		SP #1	0
Total Revenue Annexure B		SP #2	0
Residential Revenue / IDD minute M2a + M2c			
	QR/min	Total	#DIV/0!
Revenue / IDD minute (Annexure B revenues)		SP #1	#DIV/0!
Revenue / IDD minute (Annexure B revenues)		SP #2	#DIV/0!
Residential Market share M2a + M2c			
		Total	#DIV/0!
Revenue Market Share	%	SP #1	#DIV/0!
Revenue Market Share	%	SP #2	#DIV/0!
Residential Market M2a + M2c - Minutes' share			

			Total	#DIV/0!
Minutes' share	%	SP #1		#DIV/0!
Minutes' share	%	SP #2		#DIV/0!
Business				
Total International Business Traffic M2b + M2d				
	# technical minutes (not billed minutes) / quarter	Total		0
Total international business traffic		SP #1		0
Total international business traffic		SP #2		0
Business Annexure B - International Calls Revenue M2b + M2d				
	QR thousands	Total		0
Authorised Business Services according to Annexure B of the Licenses (for this market only)		SP #1		0
Authorised Business Services according to Annexure B of the Licenses (for this market only)		SP #2		0
Business Annexure B - Other Revenue M2b + M2d				
	QR thousands	Total		0
Services in Annexure B - other than calls		SP #1		0
Services in Annexure B - other than calls		SP #2		0
Total Business Annexure B Revenue M2b + M2d				
	QR thousands	Total		0
Total Revenue Annexure B		SP #1		0
Total Revenue Annexure B		SP #2		0
Business Revenue / IDD minute				
	QR/min	Total		#DIV/0!
Business revenue / IDD minute (Annexure B revenues)		SP #1		#DIV/0!
Business revenue / IDD minute (Annexure B revenues)		SP #2		#DIV/0!
Business Market M2b + M2d - Revenue Market Share				
	%	Total		#DIV/0!
Revenue Market Share		SP #1		#DIV/0!
Revenue Market Share		SP #2		#DIV/0!
Business Market M2b + M2d - Minutes' share				
	%	Total		#DIV/0!
Minutes' share		SP #1		#DIV/0!
Minutes' share		SP #2		#DIV/0!
Total International - F:I + M:I				
Total Traffic Business + Residential				
	# technical minutes (not billed minutes) /quarter	Total		0
Total international traffic		SP #1		0
Total international traffic		SP #2		0
Total Business + Residential Annexure B - International Calls Revenue				
	QR thousands	Total		0
Total Annexure B revenue for this market		SP #1		0
Total Annexure B revenue for this market		SP #2		0
Total Business + Residential Annexure B - Other Revenue				
	QR thousands	Total		0
Total Annexure B other revenue for this market		SP #1		0
Total Annexure B other revenue for this market		SP #2		0
Total Revenue Business + Residential Annexure B				
	QR thousands	Total		0
Total Annexure B other revenue for this market		SP #1		0
Total Annexure B other revenue for this market		SP #2		0
Total Revenue / IDD minute				

	QR/min	Total	#DIV/0!
Total revenue / IDD minute (Annexure B revenues)		SP #1	#DIV/0!
Total revenue / IDD minute (Annexure B revenues)		SP #2	#DIV/0!
Total International Revenue Market Share			
	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
Minutes' Share Mobile International			
	%	Total	#DIV/0!
Minutes' share		SP #1	#DIV/0!
Minutes' share		SP #2	#DIV/0!
F:I (M2a + M2b)			
Total F:I Traffic Business + Residential			
	# technical minutes (not billed minutes) /quarter	Total	0
Total fixed IDD traffic		SP #1	0
Total fixed IDD traffic		SP #2	0
Total F:I Annexure B - International Calls Revenue Business + Residential			
	QR thousands	Total	0
Total F:I IDD calls revenue		SP #1	0
Total F:I IDD calls revenue		SP #2	0
Total F:I Annexure B - Other Revenue Business + Residential			
	QR thousands	Total	0
Total F:I Other revenue (Annexure B)		SP #1	0
Total F:I Other revenue (Annexure B)		SP #2	0
Total Revenue F:I Annexure B Business + Residential			
	QR thousands	Total	0
Total F:I Revenue annexure B		SP #1	0
Total F:I Revenue annexure B		SP #2	0
Total Revenue / IDD minute Fixed			
	QR/min	Total	#DIV/0!
Total Revenue / fixed IDD minute (Annexure B revenues)		SP #1	#DIV/0!
Total Revenue / fixed IDD minute (Annexure B revenues)		SP #2	#DIV/0!
Total F:I Revenue Market Share			
	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
Total F:I Minutes' Share			
	%	Total	#DIV/0!
Minutes' share		SP #1	#DIV/0!
Minutes' share		SP #2	#DIV/0!
M:I (M2c + M2d)			
Total M:I Traffic Business + Residential		*	
	# technical minutes (not billed minutes) /quarter	Total	0
Total fixed IDD traffic		SP #1	0
Total fixed IDD traffic		SP #2	0
Total M:I Annexure B - International Calls Revenue		*	
	QR thousands	Total	0
Total M:I IDD calls revenue		SP #1	0
Total M:I IDD calls revenue		SP #2	0
Total M:I Annexure B - Other Revenue		*	

QR thousands		Total	0
Total M:I Other revenue (Annexure B)		SP #1	0
Total M:I Other revenue (Annexure B)		SP #2	0
Total Revenue M:I Annexure B		*	
QR thousands		Total	0
Total M:I Revenue annexure B		SP #1	0
Total M:I Revenue annexure B		SP #2	0
Total Revenue M:I minute		*	
QR/min		Total	#DIV/0!
Total Revenue M:I minute (Annexure B revenues)		SP #1	#DIV/0!
Total Revenue M:I minute (Annexure B revenues)		SP #2	#DIV/0!
Total M:I Revenue Market Share			
%		Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
Total M:I Minutes' Share			
%		Total	#DIV/0!
Minutes' share		SP #1	#DIV/0!
Minutes' share		SP #2	#DIV/0!
M3 - Retail national leased lines services			2017 Q1
Volume / Subscriptions			
Leased Lines - Number of subscribers (# of customers paying the bills)		# eoq	
		Total	0
Number of subscribers (# of customers paying the bills)		SP #1	0
Number of subscribers (# of customers paying the bills)		SP #2	0
Leased Lines Number of links/connections		# eoq	
		Total	0
Number of A to B links		SP #1	0
Number of A to B links		SP #2	0
Leased Lines Total Used bandwidth		GByte/quarter	
		Total	0
Used bandwidth		SP #1	0
Used bandwidth		SP #2	0
Dark Fiber Links		# eoq	
		Total	0
Number of A to B links		SP #1	0
Number of A to B links		SP #2	0
Dark Fiber Pairs		# eoq	
		Total	0
Number of pairs in the links		SP #1	0
Number of pairs in the links		SP #2	0
Dark Fiber Distance		km	
		Total	0
Km of Dark Fiber		SP #1	0
Km of Dark Fiber		SP #2	0
Dark Fiber subscribers (# of customers paying the bills)		# eoq	
		Total	0
Number of subscribers (# of customers paying the bills)		SP #1	0
Number of subscribers (# of customers paying the bills)		SP #2	0
Financial Metrics		*	

Annexure B - LL Revenue - National - Rental + Connection Fees	QAR thousands		
	Total		0
Revenue from Rental and connection fees	SP #1		0
Revenue from Rental and connection fees	SP #2		0
Annexure B - LL Revenue - National - Other Revenue	QAR thousands		
	Total		0
Other Revenue	SP #1		0
Other Revenue	SP #2		0
Annexure B - Dark Fiber Revenue - Rental + Connection Fees	QAR thousands		
	Total		0
Revenue from Rental and connection fees	SP #1		0
Revenue from Rental and connection fees	SP #2		0
Annexure B - Dark Fiber Revenue - Other Revenue	QAR thousands		
	Total		0
Other revenue	SP #1		0
Other revenue	SP #2		0
Total Revenue - LL - National	QAR thousands		
	Total		0
Total Revenue	SP #1		0
Total Revenue	SP #2		0
Cross - checks and market share [based on Annexure B markets]			
Leased Lines - National - Subscribers' Share	%		
	Total		#DIV/0!
Subscribers' Share	SP #1		#DIV/0!
Subscribers' Share	SP #2		#DIV/0!
Leased Lines - National - Links' Share	%		
	Total		#DIV/0!
Links' Share	SP #1		#DIV/0!
Links' Share	SP #2		#DIV/0!
Leased Lines - National - Used Bandwidth's Share	%		
	Total		#DIV/0!
Bandwidth's Share	SP #1		#DIV/0!
Bandwidth's Share	SP #2		#DIV/0!
Leased Lines - National - Revenue Market Share	%		
	Total		#DIV/0!
Revenue Market Share	SP #1		#DIV/0!
Revenue Market Share	SP #2		#DIV/0!
Dark Fiber Pairs' Share	%		
	Total		#DIV/0!
Pairs' Share	SP #1		#DIV/0!
Pairs' Share	SP #2		#DIV/0!
Dark Fiber Distance Share	%		
	Total		#DIV/0!
Distance Share	SP #1		#DIV/0!
Distance Share	SP #2		#DIV/0!
Dark Fiber Subscribers' Share	%		
	Total		#DIV/0!
Subscribers' Share	SP #1		#DIV/0!
Subscribers' Share	SP #2		#DIV/0!
Dark Fiber Revenue Market Share	%		

		Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
Total Market Revenue Market Share	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
M4 - Retail international leased lines services			2017 Q1
Volume / Subscriptions			
Leased Lines - Number of subscribers (# of customers paying the bills)	#eq	Total	0
Number of subscribers (# of customers paying the bills)		SP #1	0
Number of subscribers (# of customers paying the bills)		SP #2	0
Leased Lines Number of links/connections	#eq	Total	0
Number of A to B links		SP #1	0
Number of A to B links		SP #2	0
Used bandwidth International	GByte/quarter	Total	0
Used bandwidth		SP #1	0
Used bandwidth		SP #2	0
Financial Metrics		*	
Annexure B - LL Revenue - International - Rental + Connection Fees	QAR	Total	0
Revenue from Rental and connection fees		SP #1	0
Revenue from Rental and connection fees		SP #2	0
Annexure B - LL Revenue - International - Other Revenue	QAR	Total	0
Other Revenue		SP #1	0
Other Revenue		SP #2	0
Annexure B - LL International - Total Revenue	QAR	Total	0
Total Revenue		SP #1	0
Total Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Leased Lines - International - Subscribers' Share	%	Total	#DIV/0!
Subscribers' Share		SP #1	#DIV/0!
Subscribers' Share		SP #2	#DIV/0!
Leased Lines - International - Links' Share	%	Total	#DIV/0!
Links' Share		SP #1	#DIV/0!
Links' Share		SP #2	#DIV/0!
Used bandwidth Share	%	Total	#DIV/0!
Bandwidth's Share		SP #1	#DIV/0!
Bandwidth's Share		SP #2	#DIV/0!
Total Market Revenue Market Share	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!

Revenue Market Share	SP #2	#DIV/0!
M5 - Retail national mobile voice and broadband services		
M5a - Retail national mobile voice and broadband services – Residential customers		
Voice *		
Volume / Subscriptions		
Post-paid Subscriptions (active)	# at end of quarter	
Total		0
Active residential subscribers	SP #1	0
Active residential subscribers	SP #2	0
Pre-paid Subscriptions (active)	# at end of quarter	
Total		0
Active residential subscribers	SP #1	0
Active residential subscribers	SP #2	0
Total Subscriptions (active)	# at end of quarter	
Total		0
Active residential subscribers	SP #1	0
Active residential subscribers	SP #2	0
M:M (own) Traffic	# technical minutes (not billed minutes) /quarter	
Total		0
M:M (own) Traffic	SP #1	0
M:M (own) Traffic	SP #2	0
M:M (OLO) Traffic	# technical minutes (not billed minutes) /quarter	
Total		0
M:M (OLO) Traffic	SP #1	0
M:M (OLO) Traffic	SP #2	0
M:F (own) Traffic	# technical minutes (not billed minutes) /quarter	
Total		0
M:F (own) Traffic	SP #1	0
M:F (own) Traffic	SP #2	0
M:F (OLO) Traffic	# technical minutes (not billed minutes) /quarter	
Total		0
M:F (OLO) Traffic	SP #1	0
M:F (OLO) Traffic	SP #2	0
Total Traffic (national)	# technical minutes (not billed minutes) /quarter	
Total		0
Total Traffic (national)	SP #1	0
Total Traffic (national)	SP #2	0
Total SMS and MMS (national)	# end of quarter	
Total		0
Total SMS and MMS (national)	SP #1	0
Total SMS and MMS (national)	SP #2	0
Financial Metrics		
Revenues from Subscriptions Post Paid	QAR thousands	
Total		0
Revenues from residential postpaid subscriptions	SP #1	0
Revenues from residential postpaid subscriptions	SP #2	0
Revenues from Subscriptions Pre-Paid	QAR thousands	
Total		0
Revenues from residential prepaid subscriptions	SP #1	0
Revenues from residential prepaid subscriptions	SP #2	0

Revenues from Subscriptions Total	QAR thousands	Total	0
Revenues from total subscriptions		SP #1	0
Revenues from total subscriptions		SP #2	0
M:M (own)	QAR thousands	Total	0
M:M (own)		SP #1	0
M:M (own)		SP #2	0
M:M (OLO)	QAR thousands	Total	0
M:M (OLO)		SP #1	0
M:M (OLO)		SP #2	0
M:F (own)	QAR thousands	Total	0
M:F (own)		SP #1	0
M:F (own)		SP #2	0
M:F (OLO)	QAR thousands	Total	0
M:F (OLO)		SP #1	0
M:F (OLO)		SP #2	0
National call revenues -total (M:M own; M:M OLO; M:F)	QAR thousands	Total	0
National call revenues		SP #1	0
National call revenues		SP #2	0
SMS, MMS	QAR thousands	Total	0
SMS, MMS		SP #1	0
SMS, MMS		SP #2	0
Annexure B - Other National Revenue	QAR thousands	Total	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Annexure B - Total National Voice Revenue Residential	QAR thousands	Total	0
Authorised Services according to Annexure B of the Licenses (for this market only) residential		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only) residential		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
ARPU	QR/sub/month	Average	#DIV/0!
ARPU - Annexure B		SP #1	#DIV/0!
ARPU - Annexure B		SP #2	#DIV/0!
Average call revenue / minute	QAR/Min	Average	#DIV/0!
average call revenue / minute		SP #1	#DIV/0!
average call revenue / minute		SP #2	#DIV/0!
Revenue per SMS/MMS	QR/SMS+MMS	Average	#DIV/0!
Revenue per SMS/MMS		SP #1	#DIV/0!
Revenue per SMS/MMS		SP #2	#DIV/0!
Revenue Market share	%		

	Average	#DIV/0!
Revenue Market Share	SP #1	#DIV/0!
Revenue Market Share	SP #2	#DIV/0!
M5b - Retail national mobile voice and broadband services – Business customers		
Voice		
Volume / Subscriptions		
Post-paid Subscriptions (active)	# at end of quarter	
	Total	0
Active subscribers	SP #1	0
Active subscribers	SP #2	0
Pre-paid Subscriptions (active)	# at end of quarter	
	Total	0
Active subscribers	SP #1	0
Active subscribers	SP #2	0
Total Subscriptions (active)	# at end of quarter	
	Total	0
Total Subscriptions	SP #1	0
Total Subscriptions	SP #2	0
M:M (own) Traffic	# technical minutes (not billed minutes) /quarter	
	Total	0
M:M (own) Traffic	SP #1	0
M:M (own) Traffic	SP #2	0
M:M (OLO) Traffic	# technical minutes (not billed minutes) /quarter	
	Total	0
M:M (OLO) Traffic	SP #1	0
M:M (OLO) Traffic	SP #2	0
M:F (own) Traffic	# technical minutes (not billed minutes) /quarter	
	Total	0
M:F (own) Traffic	SP #1	0
M:F (own) Traffic	SP #2	0
M:F (OLO) Traffic	# technical minutes (not billed minutes) /quarter	
	Total	0
M:F (OLO) Traffic	SP #1	0
M:F (OLO) Traffic	SP #2	0
Total Traffic (national)	# technical minutes (not billed minutes) /quarter	
	Total	0
Total Traffic (national)	SP #1	0
Total Traffic (national)	SP #2	0
Total SMS and MMS (national)	# technical minutes (not billed minutes) /quarter	
	Total	0
Total SMS and MMS (national)	SP #1	0
Total SMS and MMS (national)	SP #2	0
Financial Metrics		
Revenues from subscriptions	QAR thousands	
	Total	0
Revenues from subscriptions	SP #1	0
Revenues from subscriptions	SP #2	0
M:M (own)	QAR thousands	
	Total	0
M:M (own)	SP #1	0

M:M (own)		SP #2	0
M:M (OLO)	QAR thousands	Total	0
M:M (OLO)		SP #1	0
M:M (OLO)		SP #2	0
M:F (own)	QAR thousands	Total	0
M:F (own)		SP #1	0
M:F (own)		SP #2	0
M:F (OLO)	QAR thousands	Total	0
M:F (OLO)		SP #1	0
M:F (OLO)		SP #2	0
National call revenues -total (M:M own; M:M OLO; M:F)	QAR thousands	Total	0
National call revenues		SP #1	0
National call revenues		SP #2	0
SMS, MMS	QAR thousands	Total	0
SMS, MMS		SP #1	0
SMS, MMS		SP #2	0
Annexure B - Other National Revenue	QAR thousands	Total	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Annexure B - Total National Voice Revenue	QAR thousands	Total	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
ARPU	QR/sub/month	Average	#DIV/0!
ARPU - Annexure B		SP #1	#DIV/0!
ARPU - Annexure B		SP #2	#DIV/0!
Average call revenue / minute	QAR/Min	Average	#DIV/0!
Average call revenue / minute		SP #1	#DIV/0!
Average call revenue / minute		SP #2	#DIV/0!
Revenue per SMS/MMS	QAR/SMS	Average	#DIV/0!
Revenue per SMS/MMS		SP #1	#DIV/0!
Revenue per SMS/MMS		SP #2	#DIV/0!
Market share	%	Average	#DIV/0!
Annexure B revenues		SP #1	#DIV/0!
Annexure B revenues		SP #2	#DIV/0!
Total National Voice M5a+M5b			
Volume / Subscriptions			
Post-paid Subscriptions (active)	Volume / Subscriptions	Total	0

Active subscribers		SP #1	0
Active subscribers		SP #2	0
Pre-paid Subscriptions (active)		Volume / Subscriptions	
	Total		0
Active subscribers		SP #1	0
Active subscribers		SP #2	0
Total Subscriptions (active)		Volume / Subscriptions	
	Total		0
Active subscribers		SP #1	0
Active subscribers		SP #2	0
M:M (own) Traffic		# technical minutes (not billed minutes) /quarter	
	Total		0
M:M (own) Traffic		SP #1	0
M:M (own) Traffic		SP #2	0
M:M (OLO) Traffic		# technical minutes (not billed minutes) /quarter	
	Total		0
M:M (OLO) Traffic		SP #1	0
M:M (OLO) Traffic		SP #2	0
M:F (own) Traffic		# technical minutes (not billed minutes) /quarter	
	Total		0
M:F (own) Traffic		SP #1	0
M:F (own) Traffic		SP #2	0
M:F (OLO) Traffic		# technical minutes (not billed minutes) /quarter	
	Total		0
M:F (OLO) Traffic		SP #1	0
M:F (OLO) Traffic		SP #2	0
Total Traffic (national)		# technical minutes (not billed minutes) /quarter	
	Total		0
Total Traffic (national)		SP #1	0
Total Traffic (national)		SP #2	0
Total SMS and MMS (national)		# technical minutes (not billed minutes) /quarter	
	Total		0
Total SMS and MMS (national)		SP #1	0
Total SMS and MMS (national)		SP #2	0
Financial Metrics			
Revenues from subscriptions		QAR thousands	
	Total		0
Revenues from subscriptions		SP #1	0
Revenues from subscriptions		SP #2	0
	M:M (own)	QAR thousands	
	Total		0
	M:M (own)	SP #1	0
	M:M (own)	SP #2	0
	M:M (OLO)	QAR thousands	
	Total		0
	M:M (OLO)	SP #1	0
	M:M (OLO)	SP #2	0
	M:F (own)	QAR thousands	
	Total		0
	M:F (own)	SP #1	0

	M:F (own)	SP #2	0
	M:F (OLO)	QAR thousands	
	Total		0
	M:F (OLO)	SP #1	0
	M:F (OLO)	SP #2	0
National call revenues -total (M:M own; M:M OLO; M:F)	QAR thousands		
	Total		0
National call revenues		SP #1	0
National call revenues		SP #2	0
SMS, MMS	QAR thousands		
	Total		0
SMS, MMS		SP #1	0
SMS, MMS		SP #2	0
Other National Revenue Annexure B	QAR thousands		
	Total		0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Annexure B - Total National Voice Revenue	QAR thousands		
	Total		0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
ARPU	QAR/Subscriber/month		
	Average		#DIV/0!
ARPU - Annexure B		SP #1	#DIV/0!
ARPU - Annexure B		SP #2	#DIV/0!
Average call revenue / minute	QAR/Min		
	Average		#DIV/0!
average call revenue / minute		SP #1	#DIV/0!
average call revenue / minute		SP #2	#DIV/0!
Revenue per SMS/MMS	QAR/SMS+MMS		
	Average		#DIV/0!
Revenue per SMS/MMS		SP #1	#DIV/0!
Revenue per SMS/MMS		SP #2	#DIV/0!
Revenue Market share	%		
	Average		#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
M5a - Retail national mobile voice and broadband services – Residential customers			
Broadband			
Volume / Subscriptions			
Subscriptions - Mobile Internet Residential	Volume / Subscriptions		
	Total		0
Separate residential subscription for smartphones (same SIM card)		SP #1	0
Separate residential subscription for smartphones (same SIM card)		SP #2	0
Subscriptions - Mobile Broadband Residential	Volume / Subscriptions		
	Total		0
Residential data card subscription for e.g. USB modems (separate SIM card)		SP #1	0
Residential data card subscription for e.g. USB modems (separate SIM card)		SP #2	0
Subscriptions - Unique Data Users Residential	Volume / Subscriptions		

	Total	0
Usage with the same residential subscription for smartphones (same SIM card)	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card)	SP #2	0
Total Subscriptions Residential	Volume / Subscriptions	
	Total	0
Total residential Data card and separate SIM subscriptions	SP #1	0
Total residential Data card and separate SIM subscriptions	SP #2	0
Traffic - Mobile Internet Residential	GByte/quarter	
	Total	0
Separate residential subscription for smartphones (same SIM card) traffic	SP #1	0
Separate residential subscription for smartphones (same SIM card) traffic	SP #2	0
Traffic - Mobile Broadband residential	GByte/quarter	
	Total	0
Residential Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #1	0
Residential Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #2	0
Traffic - Unique Data Users Residential	GByte/quarter	
	Total	0
Usage with the same residential subscription for smartphones (same SIM card)	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card)	SP #2	0
Outbound Roaming Data Residential	GByte/quarter	
	Total	0
Total Roaming data Traffic	SP #1	0
Total Roaming data Traffic	SP #2	0
Total Traffic Residential	GByte/quarter	
	Total	0
Total residential data traffic in GB sent by Data Card subscribers	SP #1	0
Total residential data traffic in GB sent by Data Card subscribers	SP #2	0
Financial Metrics		
Mobile Internet Revenues - Residential	QAR	
	Total	0
Residential separate subscription for smartphones (same SIM card) revenues	SP #1	0
Residential separate subscription for smartphones (same SIM card) revenues	SP #2	0
Mobile Broadband Revenues - Residential	QAR	
	Total	0
Residential data card subscription for e.g. USB modems (separate SIM card) revenues	SP #1	0
Residential data card subscription for e.g. USB modems (separate SIM card) revenues	SP #2	0
Unique Data Users Revenues - Residential	QAR	
	Total	0
Usage with the same residential subscription for smartphones (same SIM card) revenue	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card) revenue	SP #2	0
Outbound Roaming Data Residential	QAR	
	Total	0
Total Roaming data revenue	SP #1	0
Total Roaming data revenue	SP #2	0
Annexure B - BB Revenue - Residential	QAR	
	Total	0
Authorised Services according to Annexure B of the Licenses (for this market only)	SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)	SP #2	0
Cross - checks and market share [based on Annexure B markets]		
Mobile Internet - ARPU - Residential	QAR/Subscriber/month	

	Average	#DIV/0!
Residential Mobile Internet ARPU	SP #1	#DIV/0!
Residential Mobile Internet ARPU	SP #2	#DIV/0!
Mobile BB - Revenue per Subscription - Residential	QAR/Subscriber/month	
	Average	#DIV/0!
Residential Mobile BB ARPU	SP #1	#DIV/0!
Residential Mobile BB ARPU	SP #2	#DIV/0!
Total Revenue per Subscription - Residential	QAR/Subscriber/month	
	Average	#DIV/0!
Total ARPU	SP #1	#DIV/0!
Total ARPU	SP #2	#DIV/0!
Revenue per MB - Residential	QAR/MB	
	Average	#DIV/0!
QAR/MB	SP #1	#DIV/0!
QAR/MB	SP #2	#DIV/0!
Revenue Market Share - Residential	%	
	Total	#DIV/0!
Revenue Market Share	SP #1	#DIV/0!
Revenue Market Share	SP #2	#DIV/0!
M5b - Retail national mobile voice and broadband services – Business customers		
Broadband		
Volume / Subscriptions		
Subscriptions - Mobile Internet - Business	Volume / Subscriptions	
	Total	0
Separate business subscription for smartphones (same SIM card)	SP #1	0
Separate business subscription for smartphones (same SIM card)	SP #2	0
Subscriptions -Mobile Broadband - Business	Volume / Subscriptions	
	Total	0
Business data card subscription for e.g. USB modems (separate SIM card)	SP #1	0
Business data card subscription for e.g. USB modems (separate SIM card)	SP #2	0
Subscriptions - M2M SIM	Volume / Subscriptions	
	Total	0
Business M2M subscriptions (separate sim card)	SP #1	0
Business M2M subscriptions (separate sim card)	SP #2	0
Unique Data Users - Business	Volume / Subscriptions	
	Total	0
Usage with the same business subscription for smartphones (same SIM card)	SP #1	0
Usage with the same business subscription for smartphones (same SIM card)	SP #2	0
Total Subscriptions - Business	Volume / Subscriptions	
	Total	0
Total business Data card and separate SIM subscriptions	SP #1	0
Total business Data card and separate SIM subscriptions	SP #2	0
Traffic - Mobile Internet - Business	GByte/Quarter	
	Total	0
Separate business subscription for smartphones (same SIM card) traffic	SP #1	0
Separate business subscription for smartphones (same SIM card) traffic	SP #2	0
Traffic - Mobile Broadband - Business	GByte/Quarter	
	Total	0
Business Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #1	0
Business Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #2	0

Traffic - M2M SIM	GByte/Quarter		
	Total		0
Business M2M subscriptions (separate sim card) traffic	SP #1		0
Business M2M subscriptions (separate sim card) traffic	SP #2		0
Traffic Unique Data Users - Business	GByte/Quarter		
	Total		0
Usage with the same business subscription for smartphones (same SIM card) traffic	SP #1		0
Usage with the same business subscription for smartphones (same SIM card) traffic	SP #2		0
Outbound Roaming Data Business	GByte/Quarter		
	Total		0
Total Roaming data Traffic	SP #1		0
Total Roaming data Traffic	SP #2		0
Total Traffic - Business	GB		
	Total		0
Total business data traffic in GB sent	SP #1		0
Total business data traffic in GB sent	SP #2		0
Financial Metrics			
Mobile Internet Revenues - Business	QAR		
	Total		0
Business separate subscription for smartphones (same SIM card) revenues	SP #1		0
Business separate subscription for smartphones (same SIM card) revenues	SP #2		0
Mobile Broadband Revenues - Business	QAR		
	Total		0
Business data card subscription for e.g. USB modems (separate SIM card) revenues	SP #1		0
Business data card subscription for e.g. USB modems (separate SIM card) revenues	SP #2		0
M2M Subscription Revenue	QAR		
	Total		0
M2M sim subscription revenue	SP #1		0
M2M sim subscription revenue	SP #2		0
Unique Data Users Revenues - Business	QAR		
	Total		0
Usage with the same residential subscription for smartphones (same SIM card) revenue	SP #1		0
Usage with the same residential subscription for smartphones (same SIM card) revenue	SP #2		0
Outbound Roaming Data Business	QAR		
	Total		0
Total Roaming data Revenue	SP #1		0
Total Roaming data Revenue	SP #2		0
Annexure B - BB Revenue - Business	QAR		
	Total		0
Authorised Services according to Annexure B of the Licenses (for this market only)	SP #1		0
Authorised Services according to Annexure B of the Licenses (for this market only)	SP #2		0
Cross - checks and market share [based on Annexure B markets]			
*			
Mobile Internet - ARPU - Business	QAR/Subscriber/month		
	Total		#DIV/0!
Business mobile Internet ARPU	SP #1		#DIV/0!
Business mobile Internet ARPU	SP #2		#DIV/0!
Mobile BB - Revenue per Subscription - Business	QAR/Subscriber/month		
	Total		#DIV/0!
Business mobile BB ARPU	SP #1		#DIV/0!
Business mobile BB ARPU	SP #2		#DIV/0!

Total Revenue per Subscription - Business		QAR/Subscriber/month	
	Total		#DIV/0!
Total ARPU	SP #1		#DIV/0!
Total ARPU	SP #2		#DIV/0!
Revenue per MB - Business		QAR/MB	
	Total		#DIV/0!
QAR/MB	SP #1		#DIV/0!
QAR/MB	SP #2		#DIV/0!
Revenue Market Share - Business		%	
	Total		#DIV/0!
Revenue Market Share	SP #1		#DIV/0!
Revenue Market Share	SP #2		#DIV/0!
Total Mobile Broadband M5a+M5b			
Volume / Subscription			
Subscriptions - Mobile Internet - Total		Volume / Subscriptions	
	Total		0
Separate Total subscription for smartphones (same SIM card)	SP #1		0
Separate Total subscription for smartphones (same SIM card)	SP #2		0
Subscriptions -Mobile Broadband - Total		Volume / Subscriptions	
	Total		0
Total data card subscription for e.g. USB modems (separate SIM card)	SP #1		0
Total data card subscription for e.g. USB modems (separate SIM card)	SP #2		0
Subscriptions - M2M SIM		Volume / Subscriptions	
	Total		0
Total M2M subscriptions (separate sim card)	SP #1		0
Total M2M subscriptions (separate sim card)	SP #2		0
Unique Data Users - Total		Volume / Subscriptions	
	Total		0
Usage with the same Total subscription for smartphones (same SIM card)	SP #1		0
Usage with the same Total subscription for smartphones (same SIM card)	SP #2		0
Total Subscriptions - Total		Volume / Subscriptions	
	Total		0
Total Total Data card and separate SIM subscriptions	SP #1		0
Total Total Data card and separate SIM subscriptions	SP #2		0
Traffic - Mobile Internet - Total		GByte/quarter	
	Total		0
Separate Total subscription for smartphones (same SIM card) traffic	SP #1		0
Separate Total subscription for smartphones (same SIM card) traffic	SP #2		0
Traffic - Mobile Broadband - Total		GByte/quarter	
	Total		0
Total Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #1		0
Total Data Card subscription for e.g. USB modems (separate SIM card) traffic	SP #2		0
Traffic - M2M SIM		GByte/quarter	
	Total		0
Total M2M subscriptions (separate sim card) traffic	SP #1		0
Total M2M subscriptions (separate sim card) traffic	SP #2		0
Traffic Unique Data Users - Total		GByte/quarter	
	Total		0
Usage with the same Total subscription for smartphones (same SIM card) traffic	SP #1		0
Usage with the same Total subscription for smartphones (same SIM card) traffic	SP #2		0

Outbound Roaming Data Total	GByte/quarter	Total	0
Total Roaming data Traffic		SP #1	0
Total Roaming data Traffic		SP #2	0
Total Traffic - Total	GByte/quarter	Total	0
Total data traffic in GB sent		SP #1	0
Total data traffic in GB sent		SP #2	0
Financial Metrics			
Mobile Internet revenues Total	QAR	Total	0
Total separate subscription for smartphones (same SIM card) revenues		SP #1	0
Total separate subscription for smartphones (same SIM card) revenues		SP #2	0
Mobile Broadband revenues Total	QAR	Total	0
Total data card subscription for e.g. USB modems (separate SIM card) revenues		SP #1	0
Total data card subscription for e.g. USB modems (separate SIM card) revenues		SP #2	0
Revenues - M2M SIM Total	QAR	Total	0
Total data card subscription for e.g. USB modems (separate SIM card) revenues		SP #1	0
Total data card subscription for e.g. USB modems (separate SIM card) revenues		SP #2	0
Mobile BB Internet Ocassional users revenues Total	QAR	Total	0
Total usage with the same subscription for smartphones (same SIM card) revenue		SP #1	0
Total usage with the same subscription for smartphones (same SIM card) revenue		SP #2	0
Outbound Roaming Data Total	GB	Total	0
Total Roaming data Revenue		SP #1	0
Total Roaming data Revenue		SP #2	0
Total Revenue for the Market Total	QAR	Total	0
Total Revenue (all revenues)		SP #1	0
Total Revenue (all revenues)		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Mobile Internet - ARPU - Total	QAR/Subscriber/month	Average	#DIV/0!
Total mobile Internet ARPU		SP #1	#DIV/0!
Total mobile Internet ARPU		SP #2	#DIV/0!
Mobile BB - Revenue per Subscription - Total	QAR/Subscriber/month	Average	#DIV/0!
Total mobile BB ARPU		SP #1	#DIV/0!
Total mobile BB ARPU		SP #2	#DIV/0!
Total Revenue per Subscription - Total	QAR/Subscriber/month	Average	#DIV/0!
Total ARPU		SP #1	#DIV/0!
Total ARPU		SP #2	#DIV/0!
Revenue per MB - Total	QAR/MB	Average	#DIV/0!
QAR/MB		SP #1	#DIV/0!
QAR/MB		SP #2	#DIV/0!

Revenue Market Share - Total		%	Average	#DIV/0!
Revenue Market Share			SP #1	#DIV/0!
Revenue Market Share			SP #2	#DIV/0!
Wholesale				
M6 - Wholesale call origination on public telecommunications networks at a fixed location				2017 Q1
Volume / Subscriptions			*	
Total Volume		Mins	Total	0
Minutes			SP #1	0
Minutes			SP #2	0
Financial Metrics			*	
Total Revenue		QAR thousands	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
Cross - checks and market share [based on Annexure B markets]			*	
Revenue per minute		QAR/Min	Average	#DIV/0!
QAR/min			SP #1	#DIV/0!
QAR/min			SP #2	#DIV/0!
Revenue Market share		%	Total	#DIV/0!
Revenues Market Share			SP #1	#DIV/0!
Revenues Market Share			SP #2	#DIV/0!
M7 - Wholesale termination on individual telecommunications networks at a fixed location				2017 Q1
Volume / Subscriptions				
Originated in Qatar		Mins	Total	0
Minutes			SP #1	0
Minutes			SP #2	0
Originated outside Qatar		Mins	Total	0
Minutes			SP #1	0
Minutes			SP #2	0
Total Volume		Mins	Total	0
Minutes			SP #1	0
Minutes			SP #2	0
Financial Metrics				
Originated in Qatar		QAR	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
Originated outside Qatar		QAR	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
Total Revenue		QAR	Total	0

Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Revenue per minute origination in Qatar	QAR/Min	Average	#DIV/0!
QAR/min		SP #1	#DIV/0!
QAR/min		SP #2	#DIV/0!
Revenue per minute origination outside Qatar	QAR/Min	Average	#DIV/0!
QAR/min		SP #1	#DIV/0!
QAR/min		SP #2	#DIV/0!
Revenue Market Share - Traffic Originated in Qatar	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
Revenue Market Share - Traffic Originated outside Qatar	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!

M8 - Wholesale physical access to network infrastructure	2017 Q1
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M8a - Physical access to NSPs' mobile sites, masts, towers, including relevant ancillary facilities/services and collocation space
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Volume / Subscriptions			
Number of sites/masts shared	#	Total	0
Volume		SP #1	0
Volume		SP #2	0
Financial Metrics			
Total Revenue	QR thousands	Total	0
Gross Revenue		SP #1	0
Gross Revenue		SP #2	0

M8b - Physical access to NSP's dark fibre, including relevant ancillary facilities/services and collocation space

Volume / Subscriptions			
Dark Fiber Links	# eoq	Total	0
Number of A to B links		SP #1	0
Number of A to B links		SP #2	0
Dark Fiber Pairs	# eoq	Total	0
Number of pairs in the links		SP #1	0
Number of pairs in the links		SP #2	0
Dark Fiber Distance	km eoq	Total	0
Km of Dark Fiber		SP #1	0
Km of Dark Fiber		SP #2	0
Dark Fiber subscribers (# of customers paying the bills)	# eoq	Total	0
Number of subscribers (# of customers paying the bills)		SP #1	0
Number of subscribers (# of customers paying the bills)		SP #2	0
Financial Metrics			

Total Revenue		QR thousands	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
M8c - Physical access to NSP's ducts, including relevant ancillary facilities/services and collocation space				
Volume / Subscriptions				
Volume duct space rented		cm2 per meter	Total	0
Volume			SP #1	0
Volume			SP #2	0
Financial Metrics				
Total Revenue		QR thousands	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
M8d - Functional access to international gateway facilities required to gain international connectivity (including, but not limited to, physical access to the facilities, colocation space, cross-connects and o				
Volume / Subscriptions				
Number connections/cross connects		Number of connections	Total	0
Number			SP #1	0
Number			SP #2	0
Financial Metrics				
Total Revenue		QR thousands	Total	0
Revenue			SP #1	0
Revenue			SP #2	0
M8a + M8b + M8C + M8D				
Cross - checks and market share [based on Annexure B markets]				
Total Revenue		QR thousands	Total	0
Revenue (Landing Station, Towers, Ducts, ...)			SP #1	0
Revenue (Landing Station, Towers, Ducts, ...)			SP #2	0
Market share		%	Total	#DIV/0!
Annexure B revenues			SP #1	#DIV/0!
Annexure B revenues			SP #2	#DIV/0!
M9 - Wholesale broadband access at a fixed location				2017 Q1
Volume / Subscriptions				
Lines by speed (to be provided as detailed information by the SPs, including here the 1# of lines			Total	0
Volume			SP #1	0
Volume			SP #2	0
Number of Lines		#	Total	0
Volume			SP #1	0
Volume			SP #2	0
Financial Metrics				
Recurring Revenue		QR thousands	Total	0
Revenue			SP #1	0

Revenue		SP #2	0
Non - recurring Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Total Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Revenue Market share	%	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
M10 - National trunk segment of (national and international) wholesale leased lines services			2017 Q1
Volume / Subscriptions			
No of links	# eoq	Total	0
Number of A to B Links		SP #1	0
Number of A to B Links		SP #2	0
Used Capacity	GByte/quarter	Total	0
Used Bandwidth		SP #1	0
Used Bandwidth		SP #2	0
Financial Metrics			
Recurring Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Non-Recurring Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Total Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Market share	%	Total	#DIV/0!
Annexure B revenues		SP #1	#DIV/0!
Annexure B revenues		SP #2	#DIV/0!
M11 - Terminating segment of (national and international) wholesale leased lines services			2017 Q1
Volume / Subscriptions			
No of links	# eoq	Total	0
Number of A to B Links		SP #1	0
Number of A to B Links		SP #2	0
Used Capacity	GByte/quarter	Total	0

Used Bandwidth		SP #1	0
Used Bandwidth		SP #2	0
Financial Metrics			
Recurring Revenue	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Non-Recurring Revenue	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Total Revenue	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
	*		
Revenue Market share	%		
	Total		#DIV/0!
Revenue Market share		SP #1	#DIV/0!
Revenue Market share		SP #2	#DIV/0!

M12 - International transit segment of international wholesale leased lines services
2017 Q1

Volume / Subscriptions			
No of links	# eoq		
	Total		0
Number of A to B Links		SP #1	0
Number of A to B Links		SP #2	0
Used Capacity	GByte/quarter		
	Total		0
Used Bandwidth		SP #1	0
Used Bandwidth		SP #2	0
Financial Metrics			
Total Revenue	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Revenue Market share	%		
	Total		#DIV/0!
Revenue Market share		SP #1	#DIV/0!
Revenue Market share		SP #2	#DIV/0!

M13 - Wholesale access and origination on public mobile networks
2017 Q1

Volume / Subscriptions			
Volume Qatar Sim	Mins		
	Total		0
Volume		SP #1	0
Volume		SP #2	0
Volume inbound roaming Sim	Mins		
	Total		0
Volume		SP #1	0
Volume		SP #2	0

Total Volume	Mins	Total	0
Volume		SP #1	0
Volume		SP #2	0
Financial Metrics			
Revenue Qatar Sim	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Revenue inbound roaming Sim	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Revenue voice	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Revenue SMS/MMS	QR thousands	Total	0
Revenue SMS		SP #1	0
Revenue SMS		SP #2	0
Total Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Revenue per minute	QAR/Min	Total	#DIV/0!
QAR/min		SP #1	#DIV/0!
QAR/min		SP #2	#DIV/0!
Revenue Market share	%	Total	#DIV/0!
Revenue Market share		SP #1	#DIV/0!
Revenue Market share		SP #2	#DIV/0!
M14 - Wholesale termination on individual mobile networks			2017 Q1
Volume / Subscriptions			
Volume Qatar Sim - Voice	Mins	Total	0
Volume		SP #1	0
Volume		SP #2	0
Volume inbound roaming Sim - Voice	Mins	Total	0
Volume		SP #1	0
Volume		SP #2	0
Total Volume Voice	Mins	Total	0
Volume		SP #1	0
Volume		SP #2	0
Volume Qatar Sim - SMS/MMS	Mins	*	
		Total	0

Volume		SP #1	0
Volume		SP #2	0
Volume inbound roaming Sim - SMS/MMS	Mins		
	Total		0
Volume		SP #1	0
Volume		SP #2	0
Total Volume SMS/MMS	Mins		
	Total		0
Volume		SP #1	0
Volume		SP #2	0
Financial Metrics			
Revenue Qatar Sim - Voice	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Revenue inbound roaming Sim - Voice	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Total Revenue Voice	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Revenue Qatar Sim - SMS/MMS	QR thousands		
	Total		0
Revenue Qatari Customers MMS, SMS		SP #1	0
Revenue Qatari CustomersMMS, SMS		SP #2	0
Revenue inbound roaming Sim - SMS/MMS	QR thousands		
	Total		0
Roaming revenue MMS, SMS		SP #1	0
Roaming revenue MMS, SMS		SP #2	0
Total Revenue MMS, SMS	QR thousands		
	Total		0
Revenue MMS, SMS		SP #1	0
Revenue MMS, SMS		SP #2	0
Total Revenue	QR thousands		
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Cross - checks and market share [based on Annexure B markets]			
Revenue per minute - voice	QAR/min		
	Total		#DIV/0!
QAR/min		SP #1	#DIV/0!
QAR/min		SP #2	#DIV/0!
Traffic share - combined market	%		
	Total		#DIV/0!
Minutes share		SP #1	#DIV/0!
Minutes share		SP #2	#DIV/0!
Market share (total revenue) - combined market	%		
	Total		#DIV/0!

Annexure B revenues		SP #1	#DIV/0!
Annexure B revenues		SP #2	#DIV/0!
No MDDD Market		2017 Q1	
Financial Metrics		*	
Total Revenue Non Annexure B Fixed Retail Services	QAR	*	
	Total		0
NON ANNEX B Revenue		SP #1	0
NON ANNEX B Revenue		SP #2	0
Total Revenue Non Annexure B Retail Mobile Services	QAR	*	
	Total		0
NON ANNEX B Revenue		SP #1	0
NON ANNEX B Revenue		SP #2	0
Total Revenue Non Annexure B Fixed Services - Wholesale	QAR	*	
	Total		0
NON ANNEX B Revenue		SP #1	0
NON ANNEX B Revenue		SP #2	0
Total Revenue Non Annexure B Mobile Services Wholesale	QAR	*	
	Total		0
NON ANNEX B Revenue		SP #1	0
NON ANNEX B Revenue		SP #2	0
Total Other Non Telecom Services	QAR	*	
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Total as per MDDD + Non MDDD		2017 Q1	
Financial Metrics		*	
Total Revenue	QAR	*	
	Total		0
Revenue		SP #1	0
Revenue		SP #2	0
Reconciliation		2017 Q1	
Financial Metrics		*	
Total revenue as per public reporting for fixed markets	QR thousands	*	
	Sum		0
(as per public reporting)		SP #1	
(as per public reporting)		SP #2	0
Total revenue as per public reporting for mobile markets	QR thousands	*	
	Sum		0
(as per public reporting)		SP #1	
(as per public reporting)		SP #2	0
Total revenue as per public reporting	QR thousands	*	
			0
(as per public reporting)		SP #1	0
(as per public reporting)		SP #2	0
Difference	QR thousands	*	
			0
		SP #1	0
		SP #2	0

Difference in %	%	*	Sum	#DIV/0!
			SP #1	#DIV/0!
			SP #2	#DIV/0!
Explanation	QR thousands	*		
Explanation	QR thousands		SP #1	0
Explanation	QR thousands		SP #2	0
Remaining Difference	QR thousands	*		0
			SP #1	0
			SP #2	0
EBITDA	QR thousands	*		

		2017	
		CY Q1	
		[VF FY Q4]	
To be filled in by Ooredoo and Vodafone			
Retail		Unit	
M1 - Retail National Fixed Voice and Broadband Services		2017 Q1	
M1c - Retail Fixed Broadband Services			
Volume / Subscriptions			
Homes/Offices Passed - Fibre	*	Total	
# eoq		SP #1	0
Number of houses/offices units passed		SP #2	0
Number of houses/offices units passed			
Homes/Offices Connected - Fibre	*	Total	
# eoq		SP #1	0
Number of housing/office units connected		SP #2	0
Number of housing/office units connected			
Total BB Lines (Fiber + Copper + Other, Residential + Business, All speeds)	*	Total	0
# eoq		SP #1	0
Total Number of Lines		SP #2	0
Total Number of Lines			
Total Double Play Lines (Fiber + Copper, Residential + Business, All speeds)	*	Total	0
# eoq		SP #1	0
Total Number of Lines		SP #2	0
Total Number of Lines			
Total Triple Play Lines (Fiber + Copper , Residential + Business, All speeds)	*	Total	0
# eoq		SP #1	0
Total Number of Lines		SP #2	0
Total Number of Lines			
Total Active Lines in Fibre - Double + Triple Play - Residential + Business	*	Total	0
# eoq		SP #1	0
Total Active Lines in Fibre - Double + Triple Play - Residential + Business		SP #2	0
Total Active Lines in Fibre - Double + Triple Play - Residential + Business			
Fiber - Double Play - Residential + Business Lines	*	Total	0
# eoq		SP #1	0
Total - Fiber - Double Play - Number of Residential Active Lines		SP #2	0
Total - Fiber - Double Play - Number of Residential Active Lines			
Fiber - Double Play - Residential Lines	*	Total	0
# eoq		SP #1	0
Total - Fiber - Double Play - Number of Residential Active Lines		SP #2	0
Total - Fiber - Double Play - Number of Residential Active Lines			
Fiber - Double Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1	0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1	0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1	0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #1	0

				2017
				CY Q1
To be filled in by Ooredoo and Vodafone				[VF FY Q4]
Retail	Unit			
M1 - Retail National Fixed Voice and Broadband Services	*			2017 Q1
M1c - Retail Fixed Broadband Services				
Fiber - Double Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #1		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #1		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #2		0
Fiber - Double Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #2		0
Fiber - Double Play - Business Lines	*			
	# eoq	Total		0
Total - Fiber - Double Play - Number of Business Active Lines	# eoq	SP #1		0
Total - Fiber - Double Play - Number of Business Active Lines	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #1		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #2		0
Fiber - Double Play - Business - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #2		0
Fiber - Triple Play - Residential Lines	*			
	# eoq	Total		0
Total - Fiber - Triple Play - Number of Residential Active Lines	# eoq	SP #1		0
Total - Fiber - Triple Play - Number of Residential Active Lines	# eoq	SP #2		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #1		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2		0
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #2		0

			2017
			CY Q1
			[VF FY Q4]
To be filled in by Ooredoo and Vodafone			
Retail	Unit		
M1 - Retail National Fixed Voice and Broadband Services	*		2017 Q1
M1c - Retail Fixed Broadband Services			
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #2	0
Total Active Lines in Copper - Double + Triple Play - Residential + Business	*		
	# eoq	Total	0
Total Active Lines in Copper - Double + Triple Play - Residential + Business		SP #1	0
Total Active Lines in Copper - Double + Triple Play - Residential + Business		SP #2	0
Copper - Double Play - Residential + Business Lines	*		
	# eoq	Total	0
Total - Copper - Double Play - Number of Residential Active Lines		SP #1	0
Total - Copper - Double Play - Number of Residential Active Lines		SP #2	0
Copper - Double Play - Residential Lines	*		
	# eoq	Total	0
Total - Copper - Double Play - Number of Residential Active Lines		SP #1	0
Total - Copper - Double Play - Number of Residential Active Lines		SP #2	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 1 Mbps	# eoq	SP #1	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 2 Mbps	# eoq	SP #1	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 4 Mbps	# eoq	SP #1	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 8 Mbps	# eoq	SP #1	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 16 Mbps	# eoq	SP #1	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 1 Mbps	# eoq	SP #2	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 2 Mbps	# eoq	SP #2	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 4 Mbps	# eoq	SP #2	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 8 Mbps	# eoq	SP #2	0
Copper - Double Play - Residential - Lines with advertised downstream equal to 16 Mbps	# eoq	SP #2	0
Copper - Double Play - Business Lines	*		
	# eoq	Total	0
Total - Copper - Double Play - Number of Business Active Lines		SP #1	0
Total - Copper - Double Play - Number of Business Active Lines		SP #2	0
Copper - Double Play - Business - Lines with advertised downstream equal to 1 Mbps	# eoq	SP #1	0
Copper - Double Play - Business - Lines with advertised downstream equal to 2 Mbps	# eoq	SP #1	0
Copper - Double Play - Business - Lines with advertised downstream equal to 4 Mbps	# eoq	SP #1	0
Copper - Double Play - Business - Lines with advertised downstream equal to 8 Mbps	# eoq	SP #1	0
Copper - Double Play - Business - Lines with advertised downstream equal to 16 Mbps	# eoq	SP #1	0
Copper - Double Play - Business - Lines with advertised downstream equal to 1 Mbps	# eoq	SP #2	0
Copper - Double Play - Business - Lines with advertised downstream equal to 2 Mbps	# eoq	SP #2	0
Copper - Double Play - Business - Lines with advertised downstream equal to 4 Mbps	# eoq	SP #2	0
Copper - Double Play - Business - Lines with advertised downstream equal to 8 Mbps	# eoq	SP #2	0
Copper - Double Play - Business - Lines with advertised downstream equal to 16 Mbps	# eoq	SP #2	0
Copper - Triple Play - Residential Lines	*		
	# eoq	Total	0

			2017	
			CY Q1	
			[VF FY Q4]	
To be filled in by Ooredoo and Vodafone				
Retail			Unit	
M1 - Retail National Fixed Voice and Broadband Services			2017 Q1	
M1c - Retail Fixed Broadband Services				
Total - Copper - Triple Play - Number of Residential Active Lines			SP #1	0
Total - Copper - Triple Play - Number of Residential Active Lines			SP #2	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 1 Mbps			SP #1	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 2 Mbps			SP #1	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 4 Mbps			SP #1	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 8 Mbps			SP #1	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 16 Mbps			SP #1	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 1 Mbps			SP #2	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 2 Mbps			SP #2	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 4 Mbps			SP #2	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 8 Mbps			SP #2	0
Copper - Triple Play - Business - Lines with advertised downstream equal to 16 Mbps			SP #2	0
Other Fixed Technology - Less than 10 Mbps			*	
# eoq			Total	0
Lines with advertised downstream speed equal to, or greater than, 2 Mbps and less than 10Mbps			SP #1	0
Lines with advertised downstream speed equal to, or greater than, 2 Mbps and less than 10Mbps			SP #2	0
Other Fixed Technology - above 10 Mbps			*	
# eoq			Total	0
Lines with advertised downstream speed equal to, or greater than, 10Mbps			SP #1	0
Lines with advertised downstream speed equal to, or greater than, 10Mbps			SP #2	0

			CY Q1 [VF FY Q4]		2017
M3 - Retail national leased lines services					2017 Q1
Dark Fiber Links					
Volume					
Retail Point to Point Customers		# eoq	Total		0
Number of Customers			SP #1		0
Number of Customers			SP #2		0
Connected Sites generating Point to Point Revenue		# eoq	Total		0
Number of Sites			SP #1		0
Number of Sites			SP #2		0
Links Element: Less than 5 km		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Links Element: >5 km to 10 km		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Links Element: >10 km to 20 km		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Links Element: >20 km to 30 km (or more)		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Central Office to Central Office: Less than 10 km		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Central Office to Central Office: >10 km to 30 km (or more)		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Total Links		# eoq	Total		0
Number of Links			SP #1		0
Number of Links			SP #2		0
Financial Metrics					
Total Revenue		QR thousands	Total		0
Revenue			SP #1		0
Revenue			SP #2		0

			2017
			CY Q1
			[VF FY Q4]
M3 - Retail national leased lines services			2017 Q1
Dark Fiber Links			
Volume			
Retail Point to Point Customers	# eoq	Total	0
Number of Customers		SP #1	0
Number of Customers		SP #2	0
Connected Sites generating Point to Point Revenue	# eoq	Total	0
Number of Sites		SP #1	0
Number of Sites		SP #2	0
Links Element: Less than 5 km	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Links Element: >5 km to 10 km	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Links Element: >10 km to 20 km	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Links Element: >20 km to 30 km (or more)	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Central Office to Central Office: Less than 10 km	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Central Office to Central Office: >10 km to 30 km (or more)	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Total Links	# eoq	Total	0
Number of Links		SP #1	0
Number of Links		SP #2	0
Financial Metrics			
Total Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Dark Fiber Links			
Volume			2017 Q1
GPON Connections (residential and business)	# eoq	Total	0
Number of Connections		SP #1	0
Number of Connections		SP #2	0
Point to Point Connections (residential and business)	# eoq	Total	0
Number of Connections		SP #1	0
Number of Connections		SP #2	0
Central Office to Central Office Connections	km eoq	Total	0
Number of Connections		SP #1	0
Number of Connections		SP #2	0
Total Connections	# eoq	Total	0
Number of Connections		SP #1	0
Number of Connections		SP #2	0
Financial Metrics			
GPON Connections Revenue (residential and business)	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Point to Point Connections Revenue (residential and business)	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Central Office to Central Office Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0
Total Revenue	QR thousands	Total	0
Revenue		SP #1	0
Revenue		SP #2	0



Date: 18 April 2017
Reference No.: OQ/Reg-4888/2017-04

Mr. Mohammed Ali Al-Mannai
President, The Communications Regulatory Authority
P.O. Box 23264
Al-Nasr Tower B, Corniche
Doha, State of Qatar

Attention: Dr. Rainer Schnepfleitner, Regulation Affairs & Competition Department manager

Dear Mohammed,

Subject: Consultation on Revised MDDD Reporting (as per MDDD 2016)

We refer to your letter with the above subject dated 10 April 2017 (Ref: CRA/RAC-E/032/2017) and the MDDD 2016 Reporting Notice (Ref: CRARAC 2017/04/10).

Ooredoo thanks the CRA for providing an opportunity to provide comments on the proposed changes to the MDDD reporting. In this respect and as requested, please find attached a redline of the CRA's Notice.

Please do not hesitate to contact Ooredoo for any further clarification with respect to our comments / edits to the Revised MDDD Reporting Notice.

Yours Sincerely,

Ali Bin Jabor Al-Thani
Chief Legal & Regulatory Officer

Attachment 1/1

MDDD 2016 Reporting Notice Draft for Consultation_ Ooredoo redline

Ooredoo comments / edits

Draft for consultation

MDDD 2016 Reporting Notice

Notice

to Ooredoo Qatar, Vodafone Qatar and
Qatar National Broadband Network
(Qnbn)

for a

Revised Reporting Obligations following
the Market Definition and Dominance
Designation 2016 (CRARAC 09/05/2016
A, dated May 09, 2016)

**Deadline for SPs to provide a
redline of this document and
comments: April, 18 2017**

CRARAC 2017/04/10

April 10, 2017

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1 Background

1. The process for setting up the revised Market Definition and Dominance Designation (MDDD) Reporting started on August 14, 2016, when CRA asked Ooredoo Qatar ("Ooredoo"), Vodafone Qatar ("Vodafone") and Qatar National Broadband Network ("Qnbn"), "the Service Providers (SPs)", for views on CRA's proposed new reporting framework (ref. our letter CRA/RAC-E/097/2016).
2. The SPs submitted their views and comments by September 25, 2016, consistent with the deadline set by CRA (ref. our letter CRA/RAC-E/109/2016, dated August 30, 2016).
3. On October 30, 2016, an Industry Meeting was held to discuss the subject matter.
4. On November 8, 2016, the CRA sent to the Service Providers the presentation delivered during the Industry Meeting, along with the minutes of the meeting, which included the agreed action points (ref. CRA/RAC-E/144/2016).
5. On November 29, 2016, CRA sent to the Service Providers a letter fulfilling the actions points agreed during the Industry Meeting, along with specific clarification required by Vodafone, the updated Future MDDD Reporting Format Template (ref. CRA/RAC-E/148/2016).
6. On January 5, 2017, CRA sent an email asking the Service Providers to provide their comments and suggestions on the above letter. An official letter was also sent on January 12, 2017 (ref. CRA/RAC-E/003/2017).
7. On January 12, 2017, the Service Providers provided their comments and suggestions on the agreed items.
8. On April xx, 2017 the CRA issued a consultation on this Regulation/Instruction, asking for comments from the SPs.
9. SPs responded by the timeline defined the CRA.
10. CRA has taken into account the comments of the SPs
11. (N.B. The part highlighted in yellow will be completed after this consultation)

2 Legal Basis

Emiri Decision No. (42) of 2014 Establishing the Communications Regulatory Authority (CRA), pursuant to the Telecommunications Law No 34 of 2006

12. Article (4) states

The Authority shall be responsible for regulating the communications information technology and the post sector, as well as access to digital media, with the aim of providing advanced and reliable telecommunication services across the State. The Authority shall have all the powers necessary to undertake the above and, in particular, the following:

1. Set Regulatory frameworks for the communications, information technology the post sector, and access to digital media, in line with the general policies of the sector and to enable optimum performance [...]

3. Encourage competition and prohibit or minimize anti-competitive practices, prevent misuse by any person or entity of its market dominance position, and take all necessary measures to achieve this [...]

12. Conduct studies and research in the telecommunications sector in order to encourage modernizing telecommunication networks and services [...]

15. any other tasks or functions entrusted to it under the legislation in force
“Encourage competition and prohibit or minimize anti-competitive practices, prevent misuse by any person or entity of its market dominance position, and take all necessary measures to achieve this”

13. Article (15) states Regulatory and Competition Affairs Department of CRA shall

1. Determine the criteria to assess, and modify if required, the market dominance status, and lay down economic rules in this regard [...]

6. develop criteria for the market definitions follow up market conditions, competition, and the status of dominant service provider [...]

Telecommunication Law (the Law)

14. Article (4) states the General Secretariat (now CRA) shall have the following powers and authorities:

4. setting and enforcing the appropriate remedies to prevent service providers from engaging or continuing anti-competitive practices [...]

10. requiring the provision of information which enables it to exercise and perform its authorities and powers, including network or service development plans and financial, technical, statistical information and accounting records and other information

11. ensuring the provisions of this Law and its Executive By-Law, regulations and decisions issued pursuant to it, are complied with.

15. Article (42) states the CRA shall

undertake the designation of the service providers and determination of the extent of their significant market power or dominance in the market and must prior to making such designation the General Secretariat shall perform the following:

1 determine relevant products and services markets including the geographic scope or territory;

2 determine the standards and methodology to be applied in determining the degree of market power or other standard of significant market power or dominance in relevant markets; and

3 conducting an analysis of the relevant products and services markets through applying the identified standards and methodology in specific circumstances.

The Executive By-Law, regulations, rules and orders shall specify the standards, methodology and operations for market power designation.

16. Article (62) states CRA

may require service providers or others to provide information necessary for exercising its powers, and the information shall be furnished the form, manner and time as the General Secretariat specifies. A person required to provide information may inform the General Secretariat of any reasons which will prevent the provision of the information, and may request the General Secretariat not to disclose all or part of the information submitted for reasons of its commercial nature or confidentiality.

Executive By-Law for the Telecommunications Law (the By-Law)

17. Article (72) states the CRA

shall issue a notice which establishes the standards and methodology that it will apply in determining whether Significant Market Power exists in a particular relevant market. The General Secretariat shall publish the methodology on the website of the Supreme Council (now CRAMoTC) and may be modified from time to time by it.

Commented [A1]: It is Ooredoo's understanding that the powers (as per the Telecommunications Law) of the General Secretariat have been subsumed within the CRA, whilst those of the Supreme Council within the Ministry of Transport and Communications, pursuant to the Emiri Decision 42 of 2014.

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The methodology may include the following criteria for assessing the degree of market power in a relevant market:

1 market share

2 absolute and relative size of the firm in the relevant market.

3 degree of control of facilities and infrastructure that would be uneconomical for another person to develop to provide services in the relevant market.

4 economies of scope and scale.

5 absence of countervailing buyer power, including customer churn characteristics.

6 structural and strategic barriers to entry and expansion.

7 any other factors relevant to evaluating the existence of market power in a particular market. [...]

The methodology may also provide guidance on the parameters that will be used for measuring market share (number of lines, number of minutes, revenues or other relevant metrics). [...]

18. Article (73) states CRA

*shall undertake a baseline review of those telecommunications markets that it determines should be examined as a matter of priority. In undertaking its assessment, the General Secretariat shall rely on the best data available to it, and **all market participants shall cooperate fully in furnishing information requested by the General Secretariat in order to carry out its evaluation.** [...]*

19. Article (127) allows CRA to

require Service Providers or others to provide it with information that it deems necessary for the exercise of its powers or that enables it to perform its functions.

20. Article (128) clarifies that

Such information shall be provided in the format specified by the Information Request and may include, but not limited to, data that must be calculated or compiled by the recipient of the Information Request, original paper-based documents and information stored in digital electronic format.

21. Article (129) states

The Information Request shall specify the data that is required, identify the proceeding and purpose for which the data is being collected, and indicate the time period within which the information must be supplied to the General Secretariat. The General Secretariat may extend the deadline for the submission of part or all of the information requested if the recipient of the Information Request provides a convincing justification, in writing, at least five (5) working days before the date on which the information is due.

22. Article (130) requires CRA to

take into consideration a request made by the recipient of the Information Request for the confidential treatment of the information provided and the General Secretariat shall ensure that appropriate measures are taken to protect the confidentiality of information, which the General Secretariat determines to be confidential or commercially sensitive.

23. Article (131) states

The recipient of an Information Request shall cooperate fully and shall provide true and complete answers to the questions posed within the timeframe established by the General Secretariat.

Licenses

24. In accord with the basic conditions of the Licenses (Article 21.2),
The licensee shall provide true and complete responses on a timely basis to all information requests [...] and shall comply in good faith with any reporting requirements issued [...] in accordance with procedures established by the Applicable Regulatory Framework.

MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016

25. Section 7 of the MDDD Notice and Orders states
the Authority requires market data to be submitted by the SPs on a quarterly, basis. Ooredoo, Vodafone and any other SP at wholesale or Retail level are therefore obliged to submit to the Authority on a quarterly basis, coinciding with their quarterly published results (no later than a week after its publication), basic Indicators on the Relevant Markets.
The Authority will notify SPs of their reporting requirements. The Authority will consult on the format of reporting under the new market definitions and this will be communicated in a separate and forthcoming consultation process.
Until new reporting requirements are set by the Authority the existing reporting requirements remain.
If those indicators illustrate a significant change or anomalies in market conditions in any particular market, the Authority may start an in-depth investigation in the Relevant Market(s).

3 Scope

26. This Notice:
- 26.1. Set the Definitions applicable to the MDDD Reporting;
 - 26.2. Provide ~~the~~ Guidelines for compiling the MDDD Reporting;
 - 26.3. Simplify the Reporting obligations ~~in charge~~ of the SPs;
 - 26.4. Set the Timeline for the SPs to deliver the MDDD Reporting to the CRA;
 - 26.5. Define the MDDD Reporting Format;
 - 26.6. Clarify how CRA will monitor ~~the~~ Compliance of the SPs with this Notice;
 - 26.7. Set a Review Mechanism.

4 Definitions applicable to the MDDD Reporting

27. In the application of the provisions of this Notice, the words and expression contained herein shall have the same meaning set out in the Emiri Dec~~ision~~ision, in the Telecommunications Law and in Executive By-Law.
28. The following words and expressions shall have the meaning ascribed to them below~~opposite to them~~:
- 28.1. **Business Lines:** Lines paying a Business Tariff~~e~~ and/or classified as such by the SPs;
 - 28.2. **Number of Active Lines:** The number of active lines that have registered an activity in the ~~past~~previous three months;

- 28.3. **Number of Active Channels:** ~~T~~two (2) channels per any Basic Rate Interface (BRI) Active Subscriptions and thirty (30) channels for any Primary Rate Interface (PRI) Active Subscriptions;
- 28.4. **Managed VoIP Lines:** ~~VoIP subscriptions~~ Refers to the number of voice over internet protocol (VoIP) fixed line subscriptions;
- 28.5. **Minutes:** ~~N~~umber of minutes of traffic during the reference calendar quarter;
- 28.6. **~~Pre-paid~~ ~~Post-paid~~ Subscriptions:** Refers to mobile subscriptions that use prepaid refills. These are subscriptions where, instead of paying an ongoing monthly fee, users purchase blocks of usage time that may include voice calling, messaging and data with a range of spending options for predefined sets of usage credit and service validity durations;
- 28.7. **~~Post-paid~~ ~~Pre-paid~~ Subscriptions:** Refers to mobile subscriptions where the users pays an ongoing monthly fee, that may be used for voice calling, messaging and data that is offered by the SPs pursuant to the terms of the chosen tariff;
- 28.8. **Relevant Markets:** ~~T~~he Markets as defined by the CRA as an outcome ~~to of~~ the MDDD process (ref. MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016 and related Orders and Economic Analyses issued during the above proceeding on MDDD);
- 28.9. **Residential Lines:** Subscribers paying a Residential Tariffs and/or classified as such by the SPs;
- 28.10. **Retail and Wholesale Services:** ~~T~~he Services as defined by the CRA in as an outcome ~~to of~~ the MDDD process (ref. MDDD Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016 and related Orders and Economic Analyses issued during the above proceeding on MDDD);
- 28.11. **Reporting Format:** The excel file attached to this Notice;
- 28.12. **Revenue:** Revenue represents the fair value of consideration received or receivable for services and equipment sales net of discounts and sales taxes. The SPs shall use definitions and revenue recognition criteria consistent with the Accounting Policies used for the preparation of their Financial Statements, unless differently required to the contrary in this Notice;
- 28.13. **Used Bandwidth:** ~~T~~hise Bandwidth used ~~(i.e. represents the~~ bandwidth actually sold by a SP and acquired/consumed by the customers) by the Subscribers during the reference quarter;
- 28.14. **Subscriber:** ~~T~~he person or entity that enters into an agreement(s) with the SPs to receive and pay for service(s);

Commented [A2]: Ooredoo does not have actual regular measurements available for this KPI and hence we recommend to use sold bandwidth rather than used bandwidth.

Commented [A3]: The number of subscriptions reported in the MDDD reflects the number of SIM's using specific service. One subscriber may have several subscriptions to mobile and fixed services. Hence the number of subscribers will be less than total number of subscriptions reported in MDDD under individual markets.

5 Guidelines applicable to the MDDD Reporting

29. The SPs are required to submit the data:
- 29.1. Pursuant the definitions included in Section 4 above;
 - 29.2. According to the timeline set in Section **Error! Reference source not found.** below;
 - 29.3. Using the Reporting Format attached to this Notice.
30. The SPs are responsible for:
- 30.1. The accurateness and correctness of the data;
 - 30.2. The consistency of the data submitted with the quarterly published financial data.

Commented [A4]: Needs correcting

31. Upon request, the SPs shall disclose to CRA any assumption and/or methodology implemented for the MDDD reporting, such as the calculation of the ~~s~~Sold ~~b~~Bandwidth, the attribution of bundled revenue to the individual services, the split between residential and business customers, etc.
32. The split between residential and business customers shall be based on actual data collected on the fourth financial quarter of each years, but could be estimated in the other quarters within the year.
33. For the Market M8a, gross revenues shall be provided. Actual revenue belonging to this Market shall be provided on the fourth financial quarter of each years, but could be estimated in the other quarters within the year.
34. Data provided by the SPs will not be considered confidential unless explicitly requested by the SPs. In assessing the request of the SPs for data's confidentiality, the CRA will act consistently with the provisions of the Telecommunication Law and of the Executive by Law.

Commented [A5]: Not a defined term

Commented [A6]: Ooredoo considers all data submitted within MDDD report to be confidential.

6 Simplification of the Reporting Obligations

6.1 Broadband Reporting from Ooredoo and Vodafone

35. This Broadband Report is currently required from Ooredoo and Vodafone on a monthly basis, with the scope to monitor the penetration of the fiber broadband services and the deployment of the fiber access network.
36. In order to streamline the reporting obligations, the CRA now merges the Broadband Reporting with this MDDD Reporting (2017). Therefore, the obligation on Ooredoo and Vodafone to deliver the monthly Broadband Report is revoked commencing calendar year 2017.
37. The relevant information has been added to the Reporting Format.

6.2 Tariff Data Report from Qnbn

38. This Tariff Data Report (wholesale and retail) is currently required from Qnbn quarterly, with the main scope to monitor the volume sold and revenue earned from Retail and Wholesale products.
39. In order to streamline the reporting obligations, the CRA now merges the Tariff Data Report with this MDDD Reporting (2017). Therefore, the obligation on Qnbn to deliver the quarterly Tariff Data Report is revoked commencing calendar year 2017.
40. The relevant information has been added to the Reporting Format.

6.3 Retail Mobile Tariff Report

41. This Report wais required from Ooredoo monthly, with the scope to monitor the profitability of the Relevant Retail Mobile Markets (ref. Retail Tariff Instructions, CRA 2015/05/07).
42. Definitions, Guidelines and Reporting Format applicable to the Tariff Report have been agreed and shared with Ooredoo.

43. The CRA is of the view that this report shall be submitted quarterly starting from the first calendar quarter of the year 2017, to ensure consistency with the data included in the MDDD Reporting.

7 MDDD Reporting Format

44. The MDDD Reporting Format is attached to this Notice.

45. The Reporting Format can be amended:

45.1. Upon initiative of the CRA, in case of changes in the Retail Offers of the SPs that requires additional or different data to monitor the Markets (for example, launch of the VoLTE) or for improving and or amending the Format;

45.2. Upon request of the SPs

46. Any changes ~~shall~~ will be consulted ~~upon~~ with all the Service Providers.

8 Methodology and Tools for Monitoring the Compliance

47. Under Article 11 of the Telecommunications Law, the CRA is required to monitor the compliance of licensees in accordance with their licenses ~~and the accompanying law and by law.~~

48. Article 4 (14) of the Emiri Decree number (42) of 2014, specifically mandates the CRA to monitor compliance ~~licenses~~ with the regulatory frameworks and take the necessary measures to ensure their compliance ~~by licensees.~~

49. CRA will monitor the compliance of the SP's with this Notice, *inter alia*, but not limited to against the following criteria:

49.1. Timely submission of the data (cf. section 9 below). This monitoring will be carried out upon filing the submission via email with the ~~filled population of their~~ Microsoft Excel template;

49.2. Consistency of the data provided by the SPs with definitions and guidelines set in section 4 and 5 of this Notice;

49.3. Consistency of the submission with the MDDD Reporting Format provided in section 7 of this Notice;

49.4. Reconciliation of the total revenue provided by the SPs with the quarterly Financial Statements published by the SPs;

49.5. Consistency of the data over the calendar quarters. This monitoring will be carried out ~~th~~through comprehensively analyzing the trends. Any inconsistency noted in the data will be notified and discussed with the SPs, ~~which who~~ will be required to provide explanations and to rectify the data, ~~if necessary~~ needed.

50. In the event of non-compliance, it shall result in one or a combination of the following enforcement provisions as stipulated under the Telecommunication Law:

50.1. Invoking the provisions of chapter sixteen (16) of the Law, whereby the Licensee shall be subject to criminal prosecution as a form of punishment for non-compliance with the relevant provisions of the Law and its ~~license; and~~

50.2. Such non-compliance shall under Article 70 be punishable ~~as~~ an offence by a term of imprisonment not exceeding two (2) years and or a fine not exceeding ~~one hundred thousand Riyals may be imposed as provided for in the law and any subsequent amendment thereto;~~ or

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Commented [A7]: Article 11 is limited to compliance with license

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Commented [A8]: Note: The license sets out processes for possible breaches and in any case grants powers for enforcement to the Supreme Council (MoTC) not the CRA.

Commented [A9]: We only have the current Law as it stands.

- 50.3. Such non-compliance shall under Article 67 be punishable as an offence by imposing a term of imprisonment not exceeding one year and a fine not exceeding one million Qatari Riyals; and
- 50.4. Under Article 71, the person responsible for the actual management of the corporate entity, shall be punished with the same penalties assigned to the acts that are committed in violation of the rules of this law, if it is proved that such person was aware of such acts or the breach of his or her duties rendered upon him or her by such management, had contributed to the offense..

9 Order to Ooredoo, Vodafone and Qnbn

51. The CRA requires the MDDD Reporting to be submitted by the SPs on a quarterly basis, within four (4) weeks after the publication of their quarterly financials.

For companies not publishing quarterly results, the MDDD Reporting must be submitted within 4 weeks after the end of the calendar quarter.

52. This requirement commences with the first quarter of the calendar year 2017, i.e. January to March 2017.

Signed on April 10, 2017 by

Commented [A10]: Needs amending of course

Mohammed Ali Al-Mannai
President of the Communications Regulatory Authority

*** End of Document ***



18 April 2017

Mohammed Al-Mannai
President
Communications Regulatory Authority
Doha, Qatar

Dear Mohammed,

Consultation on Revised MDDD Reporting (as per MDDD 2016)

Vodafone Qatar Q.S.C ("**Vodafone Qatar**") refers to your letter dated 10 April 2017, the Draft Notice and Excel file attached on the above subject.

The imperative of a pragmatic and proportionate approach to quarterly reporting

While we welcome the opportunity to provide further comments on the proposed changes, we kindly request the Communications Regulatory Authority ("**CRA**") to better take into account our comments. We have formally written to the CRA on the 26 September 2016 and 12 January 2017 and formulated practical suggestions. We have also met with the CRA on a number of occasions. However, it would appear that our overarching comment for the CRA to implement a reporting framework which is proportionate on both the CRA and Services Providers ("**SPs**") remain largely ignored.

Worryingly, the last Excel prepared by the CRA contains more than 1700 lines (corresponding, we estimate, to in excess of 500 indicators) which have to be provided on a quarterly basis by SPs and then consolidated, checked and analysed by the CRA. This is wholly disproportionate and out of step with good regulatory practice. Overall this represents a five-fold increase relative to the current reporting requirement. Such level of granularity cannot be justified on the basis of the new market definitions set by the CRA. Further, some indicators (e.g. number of connection/cross-connect) are actually meaningless unless they are normalised, properly defined and further context is provided.

The approach proposed by the CRA will lead to significant time and system resources on SPs being invested to satisfy the endless and unjustified requirements of the CRA to "monitor" the market. It will drastically increase the number of reporting errors and lead to never ending discussions with the CRA on immaterial data points. In turn this increases the risks of the CRA reaching incorrect conclusions based on data which is too disaggregated.

There is also a significant opportunity cost on the CRA side which should not be ignored. The CRA will have to allocate significant resources to the consolidation, checking and analysis of these reports for benefits which the CRA has yet to articulate. In the meantime, the development and enforcement of an effective regulatory framework is constantly pushed back: there is not duct access in place, no FNP, no active reference offers, ten years after the set-up of the regulator.

Vodafone Qatar submits that the CRA should focus its limited resources on activities which shape the market, level the playing field and provide tangible benefits to consumers.



Compliance

The Draft Notice contains a section on compliance wherein the CRA threaten SPs to take enforcement actions in the event of non-compliance including imprisonment and fine. This is misguided for at least two reasons. First, compliance with the new reporting requirement as defined by the CRA (e.g. completeness, accuracy of data) is impossible, placing SPs in de facto technical non-compliance. It is unhelpful and against good regulatory practice for the CRA to define obligations that cannot be complied with.

Second, Vodafone Qatar has raised significant non-compliance cases with the Applicable Regulatory Framework ("ARF") by Ooredoo¹ including on FNP and duct access for which the CRA has refused so far to take appropriate enforcement actions by activating the relevant provisions of the ARF referred to in the Draft Notice. If the CRA is serious about compliance it must first take enforcement actions for matters affecting the functioning of the market and consumers.

Other specific comments:

In addition to the above, we offer for the CRA's consideration the following comments:

- **Streamlining the list of indicators:** the CRA should revisit the list of indicators and define the key indicators it really requires from a market monitoring and materiality perspectives. We have reservations on the merits and usefulness of the granular data for a lot of indicators, including for leased lines and Market 8. In those cases, it would be more appropriate for the CRA to define the key questions it wishes to address and define an ad hoc request as required instead of a regular reporting requirement which is unlikely to provide meaningful information.
- **Definitions:** to minimize the risk of errors and ensure that SPs provide comparable data the CRA should define each and every indicator listed in the excel sheet. For example, it is unclear what should be reported under "Functional access to international gateway facilities required to gain international connectivity (including, but not limited to, physical access to the facilities, colocation space, cross-connects and other relevant ancillary facilities and/or services)", "Connections/cross-connects", leaving aside the usefulness to have such data on a quarterly basis.
- **Excel format:** the Excel format with "SP1" and "SP2" and its 1600 lines is unpractical and will only lead to errors. We urge the CRA to make the template more user-friendly and to prepare a generic template with all of the definitions included in a tab and not in the Notice.
- **Confidentiality:** it goes without saying that all the data that will be reported should be by default be considered as confidential and not public as indicated in the Draft Notice. The

¹ See a consolidated list for 2016 alone contained in our letter dated 8 February 2017 "Pending Matters".



default position must be changed. Of course, some data maybe published by the CRA after consultation with the SPs.

- **Flexibility:** the approach outlined by the CRA needs to be more flexible and allow for more aggregate data to be provided where justified in light of volume/revenue and technical limitations for instance. We have raised this point previously but unfortunately this is not reflected in the Draft Notice. For example, for reasons well known to the CRA we have less than 4% market share in fixed and cannot justified making investment to our IT systems to support the CRA reporting requirements. In any case because of the immateriality of some of our volumes/revenues, more granular data will make no difference.
- **Timeline:** with the increased list of indicators proposed by the CRA, Vodafone Qatar is not in a position to commit to provide the data within the 4 weeks stipulated by the CRA.

We kindly request the CRA to revisit its approach in light of our comments to ensure that the new framework is proportionate and enable the CRA to fulfil its critical role to monitor market developments and effectively regulate the market.

Yours sincerely,

A handwritten signature in blue ink, appearing to be 'AS'.

Alexandre Serot
Head of Regulatory
Vodafone Qatar

May 02, 2017
CRA/RAC-E/039/2017

Mr. Philip Brazeau
Head of Regulatory
Qatar National Broadband Network
P.O. Box 281000
Doha, Qatar

Subject: Consultation on Revised MDDD Reporting (as per MDDD 2016)

The CRA refers to the consultation on MDDD 2016 (CRARAC 2017/04/10, CRA/RAC-E/032/2017 dated April 10, 2017) and to the meeting with Qnbn held on 18 April 2017.

The agreed Minutes of the above meeting are herein attached (ref. attachment 1).

The CRA acknowledges that Qnbn has no objection with the draft notice and the excel file of MDDD 2016 consulted on.

The CRA thanks Qnbn for the pragmatic approach and cooperation during this proceeding.

Sincerely,

Mohammed Ali Al-Mannai
President of the Communications Regulatory Authority

Attachment 1:

Final MoM CRA and QNBN on Consultation on Revised MDDD Reporting 18 April 2017 (as per MDDD 2016)

Minutes of Meeting

Subject	Meeting between CRA and QNBN on Consultation on Revised MDDD Reporting (as per MDDD 2016)
Date and time	April 18 2017 – 08:30 to 09:30
Location	CRA, 10th floor, Meeting room
Minutes prepared by	Usman Mirza
Status	Final

Attendees	Organization – Designation
Francesco Massone	CRA – Section Head - Markets, Competition and Economics
Usman Mirza	CRA – Benchmarking and Financial Analyst
Philip Brazeau	Qnbn – Manager Regulatory
Adnan	Qnbn
Other Qnbn Representatives	Qnbn

1 Agenda

To discuss Qnbn's comments on consultation of MDDD 2016

2 Discussed Items

Comments on MDDD 2016 draft notice

Qnbn stated that the data required will be delivered

Qnbn has no objection with the draft notice and the excel file of MDDD 2016

Given the discussion and understanding arrived at during the meeting, Qnbn informed CRA that it will not deliver written comments on the draft notice of MDDD 2016.

May 02, 2017
CRA/RAC-E/040/2017

Sh. Ali Bin Jabor Al-Thani
Chief Legal & Regulatory
Officer
Ooredoo Q.S.C.
P.O. Box 217
Doha, Qatar

Mr. Dr. Alexandre Serot
Head of Regulatory
Vodafone Qatar Q.S.C.
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Level 2, Tech 2,
QSTP, Al Gharaffa
Doha, Qatar

Mr. Philip Brazeau
Head of Regulatory
Qatar National Broadband
Network
P.O. Box 281000
Doha, Qatar

Subject: Notice on MDDD 2016 Reporting (as per MDDD 2016)

The CRA refers to the Consultation on MDDD 2016 Reporting Notice, issued on April 10, 2017 requesting you all to submit comments by April 18, 2017 (ref. CRA letter CRA/RAC-E032/2017 and attached Draft Notice CRARAC 2017/04/10).

Your comments have been well received and carefully reviewed. The CRA's deliberation and decisions on your comments please find in the Annex to this letter. For transparency, the CRA provides you also with a redline version of the Final Approved Notice tracking the changes from the Draft Notice consulted on (ref. Attachment 1).

The Final Approved Notice (ref. Attachment 2) and the updated Reporting Format (ref. Attachment 3) are also attached to this letter. The CRA will publish these documents on its website, along with the Draft Notice consulted on and your comments on it.

The CRA thanks you all for the cooperative approach and the effort put in this proceeding, which has set a clear framework for a relevant part of your reporting obligations and simplified the previous regime. If you have any further questions, please do not hesitate to contact Francesco Massone directly (landline 44993669; email fmassone@cra.gov.qa).

Sincerely,



Mohammed Ali Al-Mannai

President of the Communications Regulatory Authority

Attachments:

- Attachment 1: Redline version of the Notice
- Attachment 2: Approved Notice
- Attachment 3: Reporting format

Annex

1. Ooredoo's comments

Ooredoo has provided a redline of the Draft Notice, along with specific comments. The most of Ooredoo's comments were functional to improve the Draft Notice and have been incorporated by the CRA in the Final Approved Notice.

On specific topics:

- **Powers and responsibilities of the CRA**

Ooredoo is of the view that the powers and responsibilities of the Supreme Council have been subsumed to MoTC but not to the CRA.

The CRA notes that this is not an issue specific to this proceeding. Indeed CRA disagrees with Ooredoo's view. However, the CRA notes that any solution to this dispute won't affect the validity of this Notice, which CRA's is fully empowered to issue according to the Legal and Regulatory Framework.

- **Used versus Sold Bandwidth**

The CRA acknowledges that Ooredoo cannot provide the Bandwidth Used but only the Bandwidth Sold to the customers. During the proceeding, Vodafone made the same statement.

A At this stage, the CRA does not want to impose obligations that could generate an additional burden on the SPs (i.e. investment in systems to measure the bandwidth, long discussion to define the relevant methodology, etc.).

Hence, the CRA has accepted the proposed change and amended both the Notice and the Reporting Format accordingly to request "bandwidth sold".

2. Qnbn's comments

On April 18, 2017, the CRA's representatives met with Qnbn to discuss its comments. During that meeting, Qnbn acknowledged that it was in the position to provide the requested data. Qnbn also informed the CRA's representatives that it would not have submitted written comments.

3. Vodafone's comments

Vodafone has submitted general comments but not a redline of the Draft Notice.

The main points from Vodafone were that the CRA is asking for too much information and has not taken into account the suggestions provided by Vodafone during the proceeding.

On the specific issues raised by Vodafone:

- **Number of Information requested to the SPs**

Vodafone noted that the Reporting Format requires to in excess of 500 indicators, which represents a five-fold increase relative to the current reporting requirement.

The CRA notes that the current reporting requires the SPs to provide around 100 data points. With the new reporting, the CRA has requested the SPs to submit around 180 data points. Indeed this is a maximum number of information, assuming that the SPs are offering all the products included in the Relevant Markets. Roughly, given the current Vodafone product portfolio, CRA estimates that Vodafone will be providing around 140 information.

The CRA notes that the increase in the number of the information is almost entirely due to the redefinition of two Relevant Markets (i.e. "M2 – Retail International Outgoing Call Services" and "M5 – Retail National mobile voice and Broadband Services"). These two Relevant Markets have been split in Residential and Business Customers (ref. MDDD

Notice and Orders, CRARAC 09/05/2016 A, issued on May 09, 2016 and related Orders and Economic Analyses). These two markets account for 78 data points.

This issue was lengthily discussed with the SPs during the proceeding for defining the new reporting. To mitigate the SPs' effort, the CRA accepted a compromise, so that the split between residential and business customers would be based on actual data collected on the fourth financial quarter of each year, but could be estimated in the other quarters within the year and restated if needed.

The CRA has also compromised in other fields to ease the effort of the SPs (i.e. definition of residential and business customers that has been left to the SPs, acceptance of the Sold Bandwidth instead of the Bandwidth consumed, etc.).

Hence, the CRA is of the view that the new reporting is reasonably compromise between SPs' interests and CRA's needs in terms of information.

- **Compliance**

Vodafone is of the view that CRA has defined obligations that cannot be complied with. Indeed, Vodafone already provides the vast majority of the information included in the new reporting, granting accuracy and quality of the data.

Hence, the CRA is of the view that Vodafone's statement is not fact based.

- **Streamlining the list of indicators**

Vodafone is of the view that the CRA should revisit the list of indicators and define the key indicators it really requires from a market monitoring and materiality perspectives. Vodafone states that it has reservations on the merits and usefulness of the granular data for many indicators, including for leased lines and Market 8.

The CRA notes that:

- For Retail Leased Lines, CRA has requested very basic information to the SPs (i.e. number of subscribers, number of links, sold bandwidth and revenue). On the Dark Fiber, at the date, this products is sold only by Qnbn which agreed with the information required;
- For Wholesale Leased Lines, at the date, this product is sold only by Ooredoo, which agreed with the information required.
- For Market 8, Vodafone has only to provide the number of site/masts shared with Ooredoo along with the revenue. Indeed Vodafone already submits this information with the current reporting. The CRA notes that Ooredoo and Qnbn agreed with the information required for Market 8.

According to the above, the CRA is of the view that the list of the indicators does not need adjustments.

- **Definitions**

Vodafone suggests that CRA should define each and every product/data point listed in the Excel sheet. Please note that most definitions are already included in the Notice and Orders on the MDDD where products have been already defined.

The CRA is of course available to provide clarifications on the definition of specific products.

- **Excel format**

As requested by Vodafone, the Excel format is now more user-friendly and incorporates the Definitions included in the Notice.

- **Timeline**

Vodafone noted that given the increase in number of indicators, it is not in a position to commit to provide the data within the 4 weeks stipulated by the CRA. As noted above, the number of indicators have only "apparently" increased because of the split of some

markets in residential and business customers. During the first three quarters this can be estimated, only in the fourth quarter we
Hence, the CRA is of the view that 4 weeks is a reasonable timeframe for SPs to submit the required information.