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

- 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 trough 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 s 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 ***

			Y Q1 /F FY Q4]
	Unit		
il National Fixed Voice and Broadband Services	•		
a - Retail Fixed Access Services			
Volume / Subscriptions (lines / subscriptions / channels)			
Residential POTS (DEL) lines total (voice stand alone, 2p, 3p)- Copper	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Business POTS (DEL) lines total (voice stand alone, 2p, 3p) - Copper	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Residential POTS (DEL) lines total (voice stand alone, 2p, 3p) - Fiber	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Business POTS (DEL) lines total (voice stand alone, 2p, 3p) - Fiber	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Residential POTS (DEL) lines - Voice standalone - Copper + Fiber	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Business POTS (DEL) lines - Voice standalone - Copper + Fiber	# eoq/eoy	*	
		Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
Total Residential POTS (DEL) lines - Copper + Fiber	# eoq/eoy		
		Total	
Number of active lines		SP #1	
Number of active lines	# 000/001	SP #2	
Total Business POTS (DEL) lines - Copper + Fiber	# eoq/eoy		
Number of active lines		Total SP #1	
Number of active lines		SP #2	
ISDN BRI lines	# 000/00/	*	
IODIA DIVI IIIIES	# eoq/eoy	Total	
Number of active lines		SP #1	
Number of active lines		SP #2	
ISDN BRI channels	# eoq/eoy	*	
	" софсоу	Total	
Number of active channels (2 channels per BRI line)		SP #1	

Number of active channels (2 channels now BBI line)		CD #0	٥
Number of active channels (2 channels per BRI line)	# 227/201	SP #2	0
ISDN PRI lines	# eoq/eoy		
Name to a first trans		Total OP #4	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		
N		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 VolP - 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	*	1
		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!
- Retail National Fixed Call Services			
Volume/Traffic			
F:F (own network)	# technical minutes (not billed minutes)	*	
	, , , , , , , , , , , , , , , , , , , ,	Total	0

Minutes to find indicated (now network) Fig. (DLO) Afficial indicated (now network) Fig. (DLO) Afficial indicated (now network) Afficial indicated (now network) Afficial indicated (now network) File (general network	Minutes to five destinations (over potypul)		CD #4	0
Feb (DLO)	Minutes to fixed national (own network)		SP #1	0
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Minutes to mobile national (other OLO networks) Minutes to mobile national (other OLO networks) Calling cards (own and OLO) - not included above P technical minutes (not billed minutes) Total Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Minutes from calling cards to call national used on fixed networks Total Traffic Total We evenues from fixed national calls Total	· · · · · · · · · · · · · · · · · · ·	# technical minutes (not billed minutes)		<u> </u>
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Minutes to mobile national (other OLO) not included above	Minutes to mobile national (other OLO networks)			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 #2		# technical minutes (not billed minutes)		
Minutes from calling cards to call national used on fixed networks SP #1 Minutes from calling cards to call national used on fixed networks # technical minutes (not billed minutes) P Total Traffic # technical minutes (not billed minutes) C Grand total Grand total Total Traffic SP #2 Financial Medical (national call revenues) *** Fife (own network) QR thousands Total Fe (COD) QR thousands ** FF (OLO) QR thousands ** Fe (OLD) QR thousands ** Fe (OLD) QR thousands ** revenues from fixed national calls ** P revenues from fixed national calls ** P revenues from mobile national calls ** P <td>James (and the case) and the case of the c</td> <td></td> <td>Total</td> <td>0</td>	James (and the case) and the case of the c		Total	0
Minutes from calling cards to call national used on fixed networks SP #2 Total Traffic # technical minutes (not billed minutes) Cand total Total Traffic SP #1 Total Traffic SP #1 Total Traffic SP #1 Total Traffic SP #2 FERMING Methods (national call revenues) ************************************	Minutes from calling cards to call national used on fixed networks			0
Total Traffic # technical minutes (not billed minutes) Common total (not billed minutes) P# total (not billed minutes) Common total (not billed minutes) P# total (not billed minutes) Common total (not billed minutes) Common total (not billed minutes) P# total (not billed minutes) Common t				0
Caracteristic Caracteristi		# technical minutes (not billed minutes)		
Total Traffic SP # Total SP #			Grand total	0
Total Traffic Spring Sp	Total Traffic			0
Financial Metrics (national call revenues) FF. (own network) Revenues from fixed national calls Revenues from mobile national calls Revenues fro				0
F-F (own network) QR thousands Total revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls FF (OLO) QR thousands Total revenues from fixed national calls Revenues from mobile nat			*	
revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls F.F. (OLO) OR thousands Total revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls F.M. (Own network) OR thousands Total revenues from mobile national calls F.M. (Own network) OR thousands Total revenues from mobile national calls F.M. (OLO) OR thousands Total revenues from mobile national calls SP #1 F.M. (OLO) OR thousands Total F.M. (OLO) OR thousands Total revenues from mobile national calls SP #1 Calling cards (own and OLO) - not included above OR thousands Total Revenues from calling cards to call national used on fixed networks Total Revenues from calling cards to call national used on fixed networks OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total Authorised Services according to Annexure B of the Licenses OR thousands Total		QR thousands	*	
revenues from fixed national calls F.F. (OLO) QR thousands Total revenues from fixed national calls Revenues from mobile national calls Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call natio			Total	0
F:F (OLO) OR thousands revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls F:M (own network) OR thousands Total revenues from mobile national calls revenues from mobile national calls RP #1 revenues from mobile national calls RP #1 revenues from mobile national calls RP #2 F:M (OLO) OR thousands Total revenues from mobile national calls RP #1 Revenues from calling cards to call national used on fixed networks RP #1 revenues from calling cards to call national used on fixed networks RP #2 Annexure B - Call revenues OR thousands Total Authorised Services according to Annexure B of the Licenses RP #1 Authorised Services according to Annexure B of the Licenses RP #2 Annexure B - Other revenues OR thousands Total	revenues from fixed national calls		SP #1	0
Total revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls F.M (own network) OR thousands Total revenues from mobile national calls revenues from mobile national calls revenues from mobile national calls F.M (OLO) OR thousands Total F.M (OLO) OR thousands Total revenues from mobile national calls Revenues from mobile national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from mobile national calls	revenues from fixed national calls		SP #2	0
revenues from fixed national calls revenues from fixed national calls revenues from fixed national calls F:M (own network) QR thousands Total revenues from mobile national calls revenues from mobile national calls RF:M (OLO) QR thousands Total revenues from mobile national calls RF:M (OLO) QR thousands Total revenues from mobile national calls RF:M (OLO) QR thousands Total revenues from mobile national calls RF:M (OLO) QR thousands Total revenues from mobile national calls SP #1 Revenues from calling cards to call national used on fixed networks SP #1 Revenues from calling cards to call national used on fixed networks SP #1 Anexure B - Call revenues QR thousands Total Authorised Services according to Annexure B of the Licenses QR thousands SP #2 Annexure B - Other revenues QR thousands SP #2 Annexure B - Other revenues SP #2 Annexure B - Other revenues SP #2 Annexure B - Other revenues RR thousands SP #2 Annexure B - Other revenues SP #2 Annexure B - Other revenues SP #2 Annexure B - Other revenues	F:F (OLO)	QR thousands	*	
revenues from fixed national calls F:M (own network) QR thousands Total revenues from mobile national calls Revenues from calling cards (own and OLO) - not included above QR thousands Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call			Total	0
F:M (own network) QR thousands Total revenues from mobile national calls F:M (OLO) QR thousands Total Revenues from mobile national calls F:M (OLO) QR thousands Total Revenues from mobile national calls Revenues from calling cards (own and OLO) - not included above QR thousands Total Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call na	revenues from fixed national calls		SP #1	0
revenues from mobile national calls revenues from mobile national calls revenues from mobile national calls F:M (OLO) QR thousands Total revenues from mobile national calls revenues from mobile national calls Revenues from mobile national calls Revenues from mobile national calls Revenues from mobile national calls QR thousands Total Revenues from calling cards (own and OLO) - not included above QR thousands Total Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards to call national used on fixed networks Revenues from calling cards	revenues from fixed national calls		SP #2	0
revenues from mobile national calls revenues from mobile national calls F:M (OLO) QR thousands Total revenues from mobile national calls revenues from mobile national calls revenues from mobile national calls SP #1 revenues from mobile national calls SP #2 Calling cards (own and OLO) - not included above QR thousands Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands Total Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues QR thousands *	F:M (own network)	QR thousands	*	
revenues from mobile national calls F:M (OLO) QR thousands Total revenues from mobile national calls revenues from mobile national calls SP #1 revenues from mobile national calls SP #2 Calling cards (own and OLO) - not included above QR thousands Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands Total Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues QR thousands *			Total	0
F:M (OLO) QR thousands Total revenues from mobile national calls revenues from mobile national calls SP #1 revenues from mobile national calls Calling cards (own and OLO) - not included above QR thousands Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks QR thousands Total Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses QR thousands * QR thousands * QR thousands * Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues	revenues from mobile national calls		SP #1	0
revenues from mobile national calls revenues from mobile national calls revenues from mobile national calls Calling cards (own and OLO) - not included above QR thousands Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks QR thousands P#1 Revenues from calling cards to call national used on fixed networks QR thousands Total Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses QR thousands P#2 Annexure B - Other revenues QR thousands * QR thousands *	revenues from mobile national calls		SP #2	0
revenues from mobile national calls revenues from mobile national calls Calling cards (own and OLO) - not included above QR thousands Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands Total Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses QR thousands * SP #1 Annexure B - Other revenues QR thousands *	F:M (OLO)	QR thousands	*	
revenues from mobile national calls Calling cards (own and OLO) - not included above QR thousands * Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands * Total Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues QR thousands *			Total	0
Calling cards (own and OLO) - not included above QR thousands * Total revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands * Total Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses QR thousands * QR thousands * QR thousands * QR thousands *	revenues from mobile national calls		SP #1	0
revenues from calling cards to call national used on fixed networks revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands * Total Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues QR thousands *	revenues from mobile national calls		SP #2	0
revenues from calling cards to call national used on fixed networks SP #1 revenues from calling cards to call national used on fixed networks SP #2 Annexure B - Call revenues QR thousands * Total Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses QR thousands * QR thousands *	Calling cards (own and OLO) - not included above	QR thousands	*	
revenues from calling cards to call national used on fixed networks Annexure B - Call revenues QR thousands * Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses P#2 Annexure B - Other revenues QR thousands * QR thousands * QR thousands *			Total	0
Annexure B - Call revenues QR thousands * Total Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses QR thousands * QR thousands *	revenues from calling cards to call national used on fixed networks		SP #1	0
Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses SP #2 Annexure B - Other revenues QR thousands *	revenues from calling cards to call national used on fixed networks			0
Authorised Services according to Annexure B of the Licenses Authorised Services according to Annexure B of the Licenses SP #1 Authorised Services according to Annexure B of the Licenses Annexure B - Other revenues QR thousands *	Annexure B - Call revenues	QR thousands	*	
Authorised Services according to Annexure B of the Licenses Annexure B - Other revenues QR thousands *			Total	0
Annexure B - Other revenues QR thousands *	Authorised Services according to Annexure B of the Licenses		SP #1	0
Alliexure B - Other revenues QN mousaints	Authorised Services according to Annexure B of the Licenses			0
Total	Annexure B - Other revenues	QR thousands		
				0
Authorised Services according to Annexure B of the Licenses - other than calls SP #1	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	
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	#DI
Revenue/minute (Annexure B revenues)	QR/minute	SP #2	#DI
Market share Revenue			
		Total	#DIV/0!
Annexure B revenues	%	SP #1	#DI
Annexure B revenues	%	SP #2	#DI
Traffic Share			
		Total	#DIV/0!
Annexure B services	%	SP #1	#Dl
Annexure B services	%	SP #2	#DI
Retail Fixed Broadband Services		-	
Volume / Subscriptions			
Total BB Lines (Fiber + Copper + Other, Residential + Business, All speeds)	# at end of quarter		
Total BB Ellies (Fisci Foopper Found), Residential Fiscilities, All species,	" at one of quarter	Total	
Total Number of Lines		SP #1	
Total Number of Lines Total Number of Lines			
	CD to law attack	SP #2	
Total Used Bandwidth - Copper	GByte/quarter		
		Total	
Total Used Bandwidth		SP #1	
Total Used Bandwidth		SP #2	
Total Used Bandwidth - Fiber	GByte/quarter		
		Total	
Total Used Bandwidth		SP #1	
Total Used Bandwidth		SP #2	
Total Used Bandwidth other fixed technology	GByte/quarter		
		Total	
Total Used Bandwidth		SP #1	
Total Used Bandwidth		SP #2	
Total Used Bandwidth - Copper + Fiber + Other fixed Technology	GByte/quarter		
		Total	
Total Used Bandwidth		SP #1	
Total Used Bandwidth		SP #2	
Financial Metrics		*	
Annexure B - total Revenue	QR thousands		
		Total	
Annexure B - total Revenue		SP #1	
Annexure B - total Revenue		SP #2	
Cross - checks and market share [based on Annexure B markets]		*	
Revenue per line - Annexure B, monthly	QR month		
Notondo por nino - Anniexaro D, montiny	QIV IIIOIIIII	Average	#DIV/0!
Pevenue per line - Anneyure B revenues, monthly		SP #1	
Revenue per line - Annexure B revenues, monthly			#DI
Revenue per line - Annexure B revenues, monthly	0/	SP #2	#DI
Market share	%		// N / / A /
		Total	#DIV/0!
Total Lines		SP #1	#DI
Total Lines		SP #2	#DI

Lines' share	%	Total		#DIV/0!
Annexure B revenues		. Otal	SP #1	# DIV 70:
Annexure B revenues			SP #2	#DIV
International Outgoing Call Services				2017
- Retail International Outgoing Call Services at a Fixed location – Residential Customers				
Volume / Subscriptions		_		
Residential F:I	# technical minutes (not billed minutes) / quarter			
		Total		
Minutes from fixed to international (fixed and mobile destinations)			SP #1	
Minutes from fixed to international (fixed and mobile destinations)			SP #2	
Residential Calling cards: F:I - not included above	# technical minutes (not billed minutes) / quarter			
		Total		
Minutes from fixed calling cards to international (fixed and mobile destinations)			SP #1	
Minutes from fixed calling cards to international (fixed and mobile destinations)			SP #2	
Total Volume Residential F:I	# technical minutes (not billed minutes) / quarter			
		Total		
Minutes F:I			SP #1	
Minutes F:I			SP #2	
- Retail international outgoing call services at a fixed location – Residential customers				
Financial Metrics				
Revenue from calls Residential F:I				
	QR thousands	Total		
Residential revenues from fixed to international (fixed and mobile destinations)			SP #1	
Residential revenues from fixed to international (fixed and mobile destinations)			SP #2	
Residential Calling cards: F:I - not included above				
	QR thousands	Total		
Residential revenues from fixed calling cards to call international used on fixed and mobile networks			SP #1	
Residential revenues from fixed calling cards to call international used on fixed and mobile networks			SP #2	
Total Revenue from calls Residential F:I				
	QR thousands	Total		
Revenue F:I			SP #1	
Revenue F:I			SP #2	
Total Revenue Residential F:I - Other Revenue from Services included in Annexure B				
	QR thousands	Total		
Revenue F:I			SP #1	
Revenue F:I			SP #2	
Total Revenue Residential F:I Annexure B				
	QR thousands	Total		
Revenue F:I			SP #1	
Revenue F:I			SP #2	
- Retail international outgoing call services at a fixed location – Business customers				
Volume / Subscriptions				
Business F:I				
	# technical minutes (not billed minutes) / quarter	Total		
Minutes from fixed to international (fixed and mobile destinations)			SP #1	
Minutes from fixed to international (fixed and mobile destinations)			SP #2	
Business Calling cards: F:l - not included above				
	# technical minutes (not billed minutes) / quarter	Total		
Minutes from fixed to international (fixed and mobile destinations)			SP #1	

Minutes from fixed to international (fixed and mobile destinations)			SP #2	
Total Volume Business F:I				
	# technical minutes (not billed minutes) / quarter	Total		
Minutes F:I			SP #1	
Minutes F:I			SP #2	
- Retail international outgoing call services at a fixed location – Business customers				
Financial Metrics				
Revenue from calls Business F:I				
	QR thousands	Total		
Business revenues from fixed to international (fixed and mobile destinations)			SP #1	
Business revenues from business fixed to international (fixed and mobile destinations)			SP #2	
Business Calling cards:F:I - not included above				
	QR thousands	Total		
Business revenues from fixed calling cards to international (fixed and mobile destinations)			SP #1	
Business revenues from fixed calling cards to international (fixed and mobile destinations)			SP #2	
Total Revenue from calls Business F:I	OD thousands	Tatal		
Povenue Ed	QR thousands	Total	CD #4	
Revenue F:I Revenue F:I			SP #1 SP #2	
Total Revenue Business F:I - Other Revenue from Services included in Annexure B			3F #2	
Total Nevertue Business F.1 - Other Revenue Ironi Services included in Affrexure B	QR thousands	Total		
Revenue F:I	QN tilousalius	IOtai	SP #1	
Revenue F:I			SP #2	
Total Revenue Business F:I Annexure B			01 #2	
Total Nevertae Business I if Alliexare B	QR thousands	Total		
Revenue F:I	Q. (0.100000.100	1000	SP #1	
Revenue F:I			SP #2	
 Retail International Outgoing Call Services via a Mobile Device – Residential Customers 				
Volume / Subscriptions		_		
Residential M:I				
	# technical minutes (not billed minutes) / quarter	Total		
Minutes from mobile to international (fixed and mobile destinations)			SP #1	
Minutes from mobile to international (fixed and mobile destinations)			SP #2	
Residential Calling cards: M:I - not included above				
January and the state of the st	# technical minutes (not billed minutes) / quarter	Total		
Minutes from mobile calling cards to call international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #1	
	# technical minutes (not billed minutes) / quarter	Total	SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total		
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total		
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations)			SP #2 SP #1	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I			SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I	# technical minutes (not billed minutes) / quarter		SP #2 SP #1	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Wolume Roaming - Outbound residential			SP #2 SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I Volume Roaming - Outbound residential Minutes from residential mobile outbound roaming (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I Volume Roaming - Outbound residential Minutes from residential mobile outbound roaming (fixed and mobile destinations) Minutes from residential mobile outbound roaming (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I Volume Roaming - Outbound residential Minutes from residential mobile outbound roaming (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I Volume Roaming - Outbound residential Minutes from residential mobile outbound roaming (fixed and mobile destinations) Minutes from residential mobile outbound roaming (fixed and mobile destinations) Total Market Residential International Traffic M:I	# technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2 SP #1 SP #2	
Minutes from mobile calling cards to call international (fixed and mobile destinations) Minutes from mobile calling cards to call international (fixed and mobile destinations) Total Residential International Traffic M:I Minutes M:I Minutes M:I Volume Roaming - Outbound residential Minutes from residential mobile outbound roaming (fixed and mobile destinations) Minutes from residential mobile outbound roaming (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2	

Revenue from calls Residential M:I				
TOTAL TOTAL CALLS IN SIGNATURE IN	QR thousands	Total		
Residential revenues from mobile to international (fixed and mobile destinations)	4.1.1.0303		SP #1	
Residential revenues from mobile to international (fixed and mobile destinations)			SP #2	
Revenue Residential Calling cards: M:I - not included above			01	
	QR thousands	Total		
Residential revenues from mobile calling cards to international (fixed and mobile destinations)			SP #1	
Residential revenues from mobile calling cards to international (fixed and mobile destinations)			SP #2	
Total Revenue from calls Residential International Traffic M:I				
	QR thousands	Total		
Total Residential International Traffic M:I			SP #1	
Total Residential International Traffic M:I			SP #2	
Roaming Revenue Outbound Residential				
	QR thousands	Total	11	
Revenue from residential mobile outbound roaming (fixed and mobile destinations)			SP #1	
Revenue from residential mobile outbound roaming (fixed and mobile destinations)			SP #2	
Other Revenue from Annexure B Residential International Traffic M:I				
	QR thousands	Total	11	
Other Revenue Annexure B Residential Traffic M:I			SP #1	
Other Revenue Annexure B Residential Traffic M:I			SP #2	
Total Revenue from Annexure B Residential International Traffic M:I				
	QR thousands	Total	11	
Total Revenue Annexure B Residential Traffic M:I			SP #1	
Total Revenue Annexure B Residential Traffic M:I			SP #2	
- Retail international outgoing call services via a mobile device – Business customers				
Volume / Subscriptions				
Business M:I				
	# technical minutes (not billed minutes) / quarter	Total		
Mobile business Minutes from mobile to international (fixed and mobile destinations)	, , ,		SP #1	
Mobile business Minutes from mobile to international (fixed and mobile destinations)			SP #2	
Business Calling cards M:I - not included above			01 11	
3			-	
	# technical minutes (not billed minutes) / quarter	Total		
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #1	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I	# technical minutes (not billed minutes) / quarter	Total	SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)		Total		
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter			
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I			SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total business International Traffic M:I Total Business International Traffic M:I			SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total business International Traffic M:I	# technical minutes (not billed minutes) / quarter	Total	SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business			SP #2 SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #1 SP #2 SP #1	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Business outbound roaming Minutes from mobile to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations)	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total Total	SP #1 SP #2 SP #1	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Total Market Business International Traffic M:I	# technical minutes (not billed minutes) / quarter	Total	SP #2 SP #1 SP #2 SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Total Market Business International Traffic M:I	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total Total	SP #1 SP #2 SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Total Market Business International Traffic M:I Total Market Business International Traffic M:I Total Market Business International Traffic M:I	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total Total	SP #2 SP #1 SP #2 SP #1 SP #2	
Mobile business Minutes from mobile calling cards to international (fixed and mobile destinations) Total Business International Traffic M:I Total Business International Traffic M:I Volume Roaming - Outbound Business Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Business outbound roaming Minutes from mobile to international (fixed and mobile destinations) Total Market Business International Traffic M:I	# technical minutes (not billed minutes) / quarter # technical minutes (not billed minutes) / quarter	Total Total	SP #1 SP #2 SP #1 SP #2	

	QR thousands	Total		^
Business revenues from mobile to international (fixed and mobile destinations)	AL HIDRAHID	iotai	SP #1	0
Business revenues from mobile to international (fixed and mobile destinations)			SP #1	0
		*	3F #Z	0
Business Calling cards M:I - not included above	QR thousands	Total		
Pusings revenues from makile colling cords to international	QR thousands	Total	CD #4	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	00.4			_
T. I.D. 1	QR thousands	Total	00 "4	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 #1 SP #2	0
Total international Residential traffic Residential Annexure B - International Calls Revenue M2a + M2c				
	QR thousands	Total		0
	QR thousands	Total		
Residential Annexure B - International Calls Revenue M2a + M2c	QR thousands	Total	SP #2	0
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls	QR thousands	Total	SP #2 SP #1	O 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls			SP #2 SP #1	O O O O O O O O O O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c	QR thousands QR thousands	Total	SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls			SP #2 SP #1 SP #2 SP #1	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls			SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls	QR thousands	Total	SP #2 SP #1 SP #2 SP #1	
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c			SP #2 SP #1 SP #2 SP #1 SP #2	
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B	QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B	QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2	
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B	QR thousands QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2	
Revenue from calls Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c	QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues)	QR thousands QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Revenue from calls Revenue from calls Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues)	QR thousands QR thousands	Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues)	QR thousands QR thousands	Total Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O
Revenue from calls Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues)	QR thousands QR thousands QR/min	Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O
Residential Annexure B - International Calls Revenue M2a + M2c Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues) Residential Market share M2a + M2c	QR thousands QR/min	Total Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O
Revenue from calls Revenue from calls Revenue from calls Residential Annexure B - Other Revenue M2a + M2c Services in Annexure B - other than calls Services in Annexure B - other than calls Total Residential Annexure B Revenue M2a + M2c Total Revenue Annexure B Total Revenue Annexure B Residential Revenue / IDD minute M2a + M2c Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues) Revenue / IDD minute (Annexure B revenues) Residential Market share M2a + M2c	QR thousands QR thousands QR/min	Total Total	SP #2 SP #1 SP #2 SP #1 SP #2 SP #1 SP #2	O

		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	QT (III G G G G III G G G G G G G G G G G	10141	SP #1	0
Total Revenue Annexure B			SP #2	0
Business Revenue / IDD minute			01 #2	0
Dusiliess Revenue / IDD Illillute	QR/min	Total		#DIV/0!
Business revenue / IDD minute (Annexure B revenues)	QNIIIII	Iolai	SP #1	#DIV/0! #DIV/0!
			_	
Business revenue / IDD minute (Annexure B revenues) Business Market M2b + M2d - Revenue Market Share			SP #2	#DIV/0!
Business Market MZD + MZC - Revenue Market Share	07	Tatal		#DIV/01
Develope Market Observ	%	Total	OD #4	#DIV/0!
Revenue Market Share			SP #1	#DIV/0!
Revenue Market Share			SP #2	#DIV/0!
Business Market M2b + M2d - Minutes' share				//DD///OI
Art	%	Total	OD #4	#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

	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:l (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:l (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		*		
Total M:I Annexure B - International Calls Revenue	QR thousands			0
Total M:I Annexure B - International Calls Revenue Total M:I IDD calls revenue	QR thousands	* Total	SP #1	0
	QR thousands		SP #1 SP #2	

	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	
Revenue Market Share		SP #2	#DIV/0
Total M:I Minutes' Share			
	%	Total	#DIV/0!
Minutes' share	κ	SP #1	
Minutes' share		SP #2	
national leased lines services		01 #2	2017 Q1
Volume / Subscriptions			2017 Q1
	# 003		
Leased Lines - Number of subscribers (# of customers paying the bills)	# eoq	Total	
		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	
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	
Km of Dark Fiber		SP #2	
Dark Fiber subscribers (# of customers paying the bills)	# eoq		
	•	Total	0
Number of subscribers (# of customers paying the bills)		SP #1	
Number of subscribers (# of customers paying the bills)		SP #2	
Financial Metrics		*	· · ·
T Individual file (105			

M3 - Retail

Annexure B - LL Revenue - National - Rental + Connection Fees	QAR thousands	T-4-0	
Devenue from Dental and connection force		Total SP #1	0
Revenue from Rental and connection fees Revenue from Rental and connection fees		SP #1	0
	QAR thousands	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 Revenue Market Share			<u>-</u>
Revenue Market Share	%	SP #1 SP #2	#DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share		SP #1 SP #2	#DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share		SP #1 SP #2 Total SP #1	#DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share	%	SP #1 SP #2	#DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share		SP #1 SP #2 Total SP #1 SP #2	#DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share	%	Total SP #1 SP #2 Total Total	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share Distance Share	%	SP #1 SP #2 Total SP #1 SP #2	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share Distance Share Distance Share	%	Total SP #1 SP #2 Total Total	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share Distance Share Distance Share	%	SP #1 SP #2 Total SP #1 SP #2 Total SP #1 SP #2	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share Distance Share Distance Share Dark Fiber Subscribers' Share	%	Total Total SP #1 SP #2 Total Total SP #1 SP #2 Total Total	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!
Revenue Market Share Revenue Market Share Dark Fiber Pairs' Share Pairs' Share Pairs' Share Dark Fiber Distance Share Distance Share Distance Share	%	SP #1 SP #2 Total SP #1 SP #2 Total SP #1 SP #2	#DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0! #DIV/0!

		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/
international leased lines services			2017 C
Volume / Subscriptions			
Leased Lines - Number of subscribers (# of customers paying the bills)	#eoq		
		Total	(
Number of subscribers (# of customers paying the bills)		SP #1	
Number of subscribers (# of customers paying the bills)		SP #2	(
Leased Lines Number of links/connections	#eoq		
		Total	(
Number of A to B links		SP #1	
Number of A to B links		SP #2	
Used bandwidth International	GByte/quarter		
		Total	
Used bandwidth		SP #1	(
Used bandwidth		SP #2	(
Financial Metrics		*	
Annexure B - LL Revenue - International - Rental + Connection Fees	QAR	*	
		Total	(
Revenue from Rental and connection fees		SP #1	(
Revenue from Rental and connection fees		SP #2	(
Annexure B - LL Revenue - International - Other Revenue	QAR	*	
		Total	(
Other Revenue		SP #1	(
Other Revenue		SP #2	(
Annexure B - LL International - Total Revenue	QAR	*	
		Total	
Total Revenue		SP #1	
Total Revenue		SP #2	
Cross - checks and market share [based on Annexure B markets]			
Leased Lines - International - Subscribers' Share	%		
		Total	#DIV/0!
Subscribers' Share		SP #1	#DIV/
Subscribers' Share		SP #2	#DIV/
Leased Lines - International - Links' Share	%		
		Total	#DIV/0!
Links' Share		SP #1	#DIV/
Links' Share		SP #2	#DIV/
Used bandwidth Share	%		
		Total	#DIV/0!
Bandwidth's Share		SP #1	#DIV/
Bandwidth's Share		SP #2	#DIV/
Total Market Revenue Market Share	%		
		Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/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 (OLO) Traffic \$P #2 0 M:M (OLO) Traffic # technical minutes (not billed minutes) /quarter Total 0 M:M (OLO) Traffic SP #1 0 M:F (own) Traffic # technical minutes (not billed minutes) /quarter Total 0 M:F (own) Traffic # technical minutes (not billed minutes) /quarter SP #1 0 M:F (own) Traffic # technical minutes (not billed minutes) /quarter SP #2 0 M:F (OLO) Traffic # technical minutes (not billed minutes) /quarter Total 0 M:F (OLO) Traffic # technical minutes (not billed minutes) /quarter Total 0 Total Traffic (national) # technical minutes (not billed minutes) /quarter Total 0 Total Traffic (national) # technical minutes (not billed minutes) /quarter Total 0 Total Traffic (national) # technical minutes (not billed minutes) /quarter Total 0 </th <th>Revenue Market Share</th> <th></th> <th>SP #</th> <th>#DIV/0!</th>	Revenue Market Share		SP #	#DIV/0!
Post-paid Subscriptions (active) # at end of quaters	I national mobile voice and broadband services			2017 Q1
Post-paid Subscriptions (achieve) 8 al end of quarter	- Retail national mobile voice and broadband services - Residential cust	omers		
Past and of quarter	Voice			
Active residential subscribers SP #1 O. O. Active residential subscribers SP #2 O. O. O. Active residential subscribers SP #2 O.	Volume / Subscriptions			
Active residential subscribers SP #1 O O O O O O O O O	Post-paid Subscriptions (active)	# at end of quarter		
Active residential subscribers SP #Z 0 Active residential subscribers 8 at end of quarter Total 0 Active residential subscribers \$ p #Z 0 Active r			Total	0
Pre-paid Subscriptions (active)	Active residential subscribers		SP#	0
Active residential subscribers	Active residential subscribers		SP #	0
Active residential subscribers SP # O O Active residential subscribers SP # O O Total Subscribing active) # at end of quarter Total Subscribing active) # at end of quarter Total Subscribing active) SP # O Active residential subscribers SP # O Active residential persidential subscribers SP # O Active residential persidential persidential subscriptions SP # O Active residential subscribers SP # O	Pre-paid Subscriptions (active)	# at end of quarter		
Active residential subscribers Fall and of quarter Total			Total	0
Total Subscriptions (active) B all end of quarter Total Total O Active residential subscribers SP #4 0.0 Active residential subscribers SP #2 0.0 Active residential subscribers SP #3 0.0 Active residential subscribers SP #4 0.0 Active residential subscriptions SP #4 0.0 Active residential subscribers SP #4	Active residential subscribers		SP#	1 0
Total	Active residential subscribers		SP #	0
Active residential subscribers	Total Subscriptions (active)	# at end of quarter		
Active residential subscribers			Total	0
McM (own) Traffic	Active residential subscribers		SP#	0
Mth (own) Traffic	Active residential subscribers		SP #	0
MKM (own) Traffic SP ## O MKM (own) Traffic # technical minutes (not billed minutes) /quarter Total O MKM (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O MKM (OLO) Traffic SP ## O MKF (own) Traffic # technical minutes (not billed minutes) /quarter O MKF (own) Traffic SP ## O MKF (own) Traffic # technical minutes (not billed minutes) /quarter SP ## O MKF (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O MF (OLO) Traffic # technical minutes (not billed minutes) /quarter O O MF (OLO) Traffic (national) # technical minutes (not billed minutes) /quarter P ## O Total Traffic (national) # technical minutes (not billed minutes) /quarter P ## O Total Traffic (national) # technical minutes (not billed minutes) /quarter P ## O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter	M:M (own) Traffic	# technical minutes (not billed minutes) /quarter		
MKM (OWN) Traffic # technical minutes (not billed minutes) / quarter Total 0 MKM (OLO) Traffic SP #f 0 MKM (OLO) Traffic SP #f 0 MKM (CLO) Traffic SP #f 0 MEF (OWN) Traffic # technical minutes (not billed minutes) / quarter Total 0 MEF (OWN) Traffic SP #f 0 MEF (OWN) Traffic \$P #f 0 MEF (OLO) Traffic # technical minutes (not billed minutes) / quarter Total 0 MEF (OLO) Traffic # technical minutes (not billed minutes) / quarter 0 0 MEF (OLO) Traffic # technical minutes (not billed minutes) / quarter 0 0 MEF (OLO) Traffic (national) # technical minutes (not billed minutes) / quarter 0 0 Total Traffic (national) # end of quarter 0 0 Total Traffic (national) # end of quarter 0 0 Total SMS and MMS (national) # end of quarter 0 0 Total SMS and MMS (national) # end of quarter 0 0 Total SMS and MMS (n			Total	0
M.M. (OLO) Traffic	M:M (own) Traffic		SP#	0
Mth (OLO) Traffic SP #1 O.	M:M (own) Traffic		SP #	0
M.M. (OLO) Traffic SP #1 O M.M. (OLO) Traffic SP #2 O M.F. (own) Traffic # technical minutes (not billed minutes) /quarter Total O M.F. (own) Traffic SP #1 O O M.F. (own) Traffic SP #1 O M.F. (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O M.F. (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O M.F. (OLO) Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) # end of quarter O O O <td>M:M (OLO) Traffic</td> <td># technical minutes (not billed minutes) /quarter</td> <td></td> <td></td>	M:M (OLO) Traffic	# technical minutes (not billed minutes) /quarter		
MM. (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O MEF (own) Traffic \$P #1 0 MEF (own) Traffic \$P #1 0 MEF (own) Traffic \$P #2 0 MEF (OLO) Traffic # technical minutes (not billed minutes) /quarter Total 0 MEF (OLO) Traffic \$P #1 0 MEF (OLO) Traffic (national) # technical minutes (not billed minutes) /quarter \$P #2 0 Total Traffic (national) # technical minutes (not billed minutes) /quarter Total 0 Total Traffic (national) \$P #2 0 Total Traffic (national) \$P #1 0 Total Traffic (national) \$P #2 0 Total SMS and MMS (national) # end of quarter Total 0 Total SMS and MMS (national) \$P #1 0 Total SMS and MMS (national) \$P #1 0 Total SMS and MMS (national) \$P #2 0 Total SMS and MMS (national) \$P #1 0 Total SMS and MMS (national) \$P #2 0 <			Total	0
Mi-F (own) Traffic	M:M (OLO) Traffic		SP#	0
MtF (cwn) Traffic	M:M (OLO) Traffic		SP #	0
MEF (own) Traffic SP #1 O MEF (own) Traffic SP #2 O MEF (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O MEF (OLO) Traffic SP #1 O O O O SP #2 O O O O O O SP #2 O	M:F (own) Traffic	# technical minutes (not billed minutes) /quarter		
Mr.F (own) Traffic SP #2 O Mr.F (OLO) Traffic # technical minutes (not billed minutes) /quarter Total O Mr.F (OLO) Traffic SP #1 O Mr.F (OLO) Traffic SP #2 O Total Traffic (national) # technical minutes (not billed minutes) /quarter Total O Total Traffic (national) SP #1 O Total SMS and MMS (national) SP #2 O Total SMS and MMS (national) # end of quarter Total O Total SMS and MMS (national) SP #1 O Total SMS and MMS (national)			Total	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 #1 0 M.F. (OLO) Traffic (national) # technical minutes (not billed minutes) /quarter Total Traffic (national) # technical minutes (not billed minutes) /quarter Total Traffic (national) SP #1 0 Total Traffic (national) SP #2 0 Total SMS and MMS (national) # end of quarter Total SMS and MMS (national) # end of quarter Total SMS and MMS (national) SP #1 0 Financial Metrics Revenues from Subscriptions Post Paid OAR thousands Total SMS and MMS (national) SP #1 0 Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid OAR thousands Total O Revenues from residential prepaid subscriptions Total O Revenues from residential prepaid subscriptions	M:F (own) Traffic		SP#	0
MtF (OLO) Traffic	M:F (own) Traffic		SP #	0
M:F (OLO) Traffic SP ##	M:F (OLO) Traffic	# technical minutes (not billed minutes) /quarter		
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 #1 0 Total SMS and MMS (national) SP #2 0 Financial Metrics SP #2 0 Revenues from Subscriptions Post Paid QAR thousands Total 0 Revenues from residential postpaid subscriptions SP #1 0 Revenues from Subscriptions Pre-Paid QAR thousands Total 0 Revenues from residential prepaid subscriptions QAR thousands Total 0 Revenues from residential prepaid subscriptions SP #1 0 Revenues from residential prepaid subscriptions SP #1 0			Total	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 Traffic (national) SP #2 0 Total SMS and MMS (national) # end of quarter Total 5 MS and MMS (national) SP #1 0 Total SMS and MMS (national) SP #2 0 Total SMS and MMS (national) SP #2 0 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 subscriptions Pre-Paid QAR thousands Total 0 Revenues from subscriptions Pre-Paid QAR thousands Total 0 Revenues from subscriptions Pre-Paid QAR thousands	M:F (OLO) Traffic		SP#	0
Total Traffic (national)	M:F (OLO) Traffic		SP #	0
Total Traffic (national)	Total Traffic (national)	# technical minutes (not billed minutes) /quarter		
Total Traffic (national) Fotal SMS and MMS (national) # end of quarter Total O Total SMS and MMS (national) Total SMS and MMS (national) Financial Metrics Revenues from Subscriptions Post Paid Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid Revenues from Subscriptions Pre-Paid Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid OAR thousands Total O Revenues from Subscriptions Pre-Paid OAR thousands Total O Revenues from residential prepaid subscriptions SP #2 O Revenues from Subscriptions Pre-Paid OAR thousands Total O Revenues from residential prepaid subscriptions			Total	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 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 Subscriptions Pre-Paid QAR thousands Total 0 Revenues from Subscriptions Pre-Paid QAR thousands Total 0 Revenues from residential prepaid subscriptions SP #1 0	Total Traffic (national)		SP#	0
Total SMS and MMS (national) Total SMS and MMS (national) Total SMS and MMS (national) Financial Metrics Revenues from Subscriptions Post Paid Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid Revenues from Subscriptions Pre-Paid QAR thousands Total QAR thousands Total QAR thousands SP #1 QAR thousands Total QAR thousands Total O Revenues from residential prepaid subscriptions SP #2 O Revenues from residential prepaid subscriptions SP #3 O Revenues from residential prepaid subscriptions	Total Traffic (national)		SP#	0
Total SMS and MMS (national) Total SMS and MMS (national) Financial Metrics Revenues from Subscriptions Post Paid Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions QAR thousands Total 0 Revenues from residential postpaid subscriptions SP #1 0 Revenues from Subscriptions Pre-Paid QAR thousands Total 0 Revenues from Subscriptions Pre-Paid QAR thousands Total 0 Revenues from residential prepaid subscriptions	Total SMS and MMS (national)	# end of quarter		
Total SMS and MMS (national) Financial Metrics Revenues from Subscriptions Post Paid QAR thousands Total Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total QAR thousands SP #2 QAR thousands Total QAR thousands SP #2 QAR thousands Total O Revenues from residential prepaid subscriptions SP #3 QAR thousands Total O			Total	0
Financial Metrics Revenues from Subscriptions Post Paid QAR thousands Total Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total QAR thousands Revenues from Subscriptions Pre-Paid QAR thousands Total O Revenues from residential prepaid subscriptions SP #1 O	Total SMS and MMS (national)		SP#	1 0
Revenues from Subscriptions Post Paid QAR thousands Total Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions SP #1 QAR thousands SP #2 QAR thousands Total Revenues from Subscriptions Pre-Paid QAR thousands Total O Revenues from residential prepaid subscriptions SP #1 O	Total SMS and MMS (national)		SP #	0
Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total O Revenues from residential prepaid subscriptions SP #2 O Revenues from Subscriptions Pre-Paid O Revenues from residential prepaid subscriptions SP #1 O	Financial Metrics			
Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total Revenues from residential prepaid subscriptions Revenues from residential prepaid subscriptions SP #1 O Revenues from Subscriptions Pre-Paid O Revenues from residential prepaid subscriptions	Revenues from Subscriptions Post Paid	QAR thousands		
Revenues from residential postpaid subscriptions Revenues from residential postpaid subscriptions SP #1 0 Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total Revenues from residential prepaid subscriptions SP #1 0			Total	0
Revenues from residential postpaid subscriptions Revenues from Subscriptions Pre-Paid QAR thousands Total Revenues from residential prepaid subscriptions SP #2 O Revenues from Subscriptions Total O Revenues from residential prepaid subscriptions	Revenues from residential postpaid subscriptions		SP#	
Revenues from Subscriptions Pre-Paid QAR thousands Total 0 Revenues from residential prepaid subscriptions SP #1 0				
Total 0 Revenues from residential prepaid subscriptions SP #1 0		QAR thousands		
Revenues from residential prepaid subscriptions SP #1 0			Total	0
	Revenues from residential prepaid subscriptions			
			SP #	

Revenue Market share	%		
Revenue per SMS/MMS		SP #2	#DIV/0!
Revenue per SMS/MMS		SP #1	#DIV/0!
		Average	#DIV/0!
Revenue per SMS/MMS	QR/SMS+MMS	J. #2	2. 770.
average call revenue / minute		SP #2	#DIV/0!
average call revenue / minute		SP #1	#DIV/0! #DIV/0!
Avorage call revenue / lillitute	QAIVIVIIII	Average	#DIV/0!
ARPU - Annexure B Average call revenue / minute	QAR/Min	SP #2	#DIV/0!
ARPU - Annexure B		SP #1	#DIV/0!
ADDIL Appearing D		Average	#DIV/0!
ARPU	QR/sub/month	A	#D1V/A1
Cross - checks and market share [based on Annexure B markets]	20/1/	*	
Authorised Services according to Annexure B of the Licenses (for this market only) residential		SP #2	0
Authorised Services according to Annexure B of the Licenses (for this market only) residential		SP #1	0
		Total	0
Annexure B - Total National Voice Revenue Residential	QAR thousands	ıııı	
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #2	0
Authorised Services according to Annexure B of the Licenses (for this market only)		SP #1	0
		Total	0
Annexure B - Other National Revenue	QAR thousands		'
SMS, MMS		SP #2	0
SMS, MMS		SP #1	0
		Total	0
SMS, MMS	QAR thousands		
National call revenues		SP #2	0
National call revenues		SP #1	0
	Q. II. Lilouduliud	Total	0 1
National call revenues -total (M:M own; M:M OLO; M:F)	QAR thousands	3r #2	U
M:F (OLO)		SP #1 SP #2	0
M:F (OLO)		SP #1	0
M:F (OLO)	QAR thousands	Total	^ •
M:F (own)	OAD #	SP #2	0
M:F (own)		SP #1	0
		Total	0
M:F (own)	QAR thousands	un	
M:M (OLO)		SP #2	0
M:M (OLO)		SP #1	0
		Total	0
M:M (OLO)	QAR thousands		
M:M (own)		SP #2	0
M:M (own)		SP #1	0
, ,		Total	0
M:M (own)	QAR thousands	J. #Z	
Revenues from total subscriptions		SP #2	0
Revenues from total subscriptions		SP #1	0
Revenues from Subscriptions Total	QAR thousands	Total	
Devenues from Subscriptions Total	OAP thousands		

		Average	#DIV/0!
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #2	#DIV/0!
- 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		
Active subscribers		Total SP #1	0
Active subscribers Active subscribers			0
	# at and of quarter	SP #2	0
Total Subscriptions (active)	# at end of quarter	Total	
Total Subscriptions		SP #1	0
Total Subscriptions		SP #1	0
M:M (own) Traffic	# technical minutes (not billed minutes) /quarter	3F #Z	U
m.m (own) frame	# technical finitutes (not billed finitutes) /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	01 1/2	0
min (010) Hame	" too moa minated (not since minates) / 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	045 (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		
Authorized Comition according to Assessment Defithe Liverage (for this good of each)		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)	OAD the coast de	SP #2	0
Annexure B - Total National Voice Revenue	QAR thousands	Total	
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) 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]		3F #Z	0
ARPU	QR/sub/month		
ARFU	QIV/Sub/IIIOIIIII	Average	#DIV/0!
ARPU - Annexure B		SP #1	#DIV/0:
ARPU - Annexure B		SP #2	#DIV/0!
Average call revenue / minute	QAR/Min	<u> </u>	<i>1101476.</i>
Average can revenue / minute	QAIVIVIIII	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	<u> </u>	
Torontal per Simornimo	Q. I. V. S. II. S	Average	#DIV/0!
Revenue per SMS/MMS		SP #1	#DIV/0:
Revenue per SMS/MMS		SP #2	#DIV/0!
Market share	%	•	
			#DIV/0!
		Average	#DIV/U!
		Average SP #1	
Annexure B revenues		Average SP #1 SP #2	#DIV/0!
Annexure B revenues Annexure B revenues		SP #1	#DIV/0!
Annexure B revenues		SP #1	#DIV/0! #DIV/0!
Annexure B revenues Annexure B revenues National Voice M5a+M5b	Volume / Subscriptions	SP #1	#DIV/0!

Learning and the second			OD #4	
Active subscribers			SP #1	
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	<u>-</u>
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	
Total SMS and MMS (national)			SP #2	0
Financial Metrics				
Revenues from subscriptions		QAR thousands		
·			Total	0
Revenues from subscriptions			SP #1	
Revenues from subscriptions			SP #2	0
·	M:M (own)	QAR thousands		
	` '		Total	0
	M:M (own)		SP #1	
	M:M (own)		SP #2	
	M:M (OLO)	QAR thousands	<u> </u>	×
	(0_0,		Total	0
	M:M (OLO)		SP #1	
	M:M (OLO)		SP #2	
	M:F (own)	QAR thousands	Ο. π2	
	(5)		Total	0
	M:F (own)		SP #1	<u></u>
I	W.F (OWII)		3F #1	

	:F (own)		SP #2	0
M	:F (OLO)	QAR thousands		
			Total	0
M:	:F (OLO)		SP #1	0
	: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		_
0.10.111.0			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))	OAD thousands	SP #2	0
Annexure B - Total National Voice Revenue		QAR thousands	T-4-1	
Authorized Comises according to American D of the Licenses (for this resolution)			Total SP #1	0
Authorised Services according to Annexure B of the Licenses (for this market only)			-	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		
ARFU		QAR/Subscriber/month	Avorage	#DIV/0!
ARPU - Annexure B			Average SP #1	#DIV/0! #DIV/0!
ARPU - Annexure B			SP #1	#DIV/0! #DIV/0!
Average call revenue / minute		QAR/Min	3F #Z	#DIV/0:
Average can revenue / minute		QAR/IVIIII	Average	#DIV/0!
average call revenue / minute			SP #1	#DIV/0: #DIV/0!
average call revenue / minute			SP #2	#DIV/0!
Revenue per SMS/MMS		QAR/SMS+MMS	31 #2	#DIV/0
Nevertue per Sinorinino		QAIVONOTIMINO	Average	#DIV/0!
Revenue per SMS/MMS			SP #1	#DIV/0: #DIV/0:
Revenue per SMS/MMS			SP #2	#DIV/0!
Revenue Market share		%	31 #2	#DIV/0
November market share		70	Average	#DIV/0!
Revenue Market Share			SP #1	#DIV/0
Revenue Market Share			SP #2	#DIV/0
Retail national mobile voice and broadband services – Residential customer	·s		5. #2	II DIV/O
Broadband				
Volume / Subscriptions				
Subscriptions - Mobile Internet Residential		Volume / Subscriptions		
Cubest priorite medite method tooluonium		volume / Cubbon phone	Total	0
			SP #1	0
Separate residential subscription for smartphones (same SIM card)			₹	U
Separate residential subscription for smartphones (same SIM card) Separate residential subscription for smartphones (same SIM card)			SP #2	n
Separate residential subscription for smartphones (same SIM card)		Volume / Subscriptions	SP #2	0
Separate residential subscription for smartphones (same SIM card) Separate residential subscription for smartphones (same SIM card) Subscriptions - Mobile Broadband Residential		Volume / Subscriptions		0
Separate residential subscription for smartphones (same SIM card) Subscriptions - Mobile Broadband Residential		Volume / Subscriptions	Total	0
Separate residential subscription for smartphones (same SIM card)		Volume / Subscriptions		

		Total		0
Usage with the same residential subscription for smartphones (same SIM card)		Total	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card)			SP #2	0
Total Subscriptions Residential	Volume / Subscriptions		<u> </u>	
	Totalino / Gassonphono	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		<u> </u>	
	00)10.4.000	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			•
	02)10/400.10/	Total		0
Residential Data Card subscription for e.g. USB modems (separate SIM card) traffic		101	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		" -	0
	2-7.0. 400.00	Total		0
Usage with the same residential subscription for smartphones (same SIM card)		iotai	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card)			SP #2	0
Outbound Roaming Data Residential	GByte/quarter		0. 7.2	0
Outsould Realining Sala Residential	Obyto/quarter	Total		0
Total Roaming data Traffic		Total	SP #1	0
Total Roaming data Traffic			SP #2	0
Total Traffic Residential	GByte/quarter		01 #2	0
Total Traffic Residential	Obyte/quarter	Total		0
Total residential data traffic in GB sent by Data Card subscribers		Total	SP #1	0
Total residential data traffic in GB sent by Data Card subscribers			SP #2	0
Financial Metrics		*	01 #2	
Mobile Internet Revenues - Residential	QAR			
mobile internet Novellaco Neoslaciniai	W III	Total		0
Residential separate subscription for smartphones (same SIM card) revenues		Iotai	SP #1	
Residential separate subscription for smartphones (same SIM card) revenues			SP #2	0
Mobile Broadband Revenues - Residential	QAR		3F #2	0
Mobile Broadbarid Reveriues - Residential	QAR	Total		
Residential data card subscription for e.g. USB modems (separate SIM card) revenues		IOlai	SP #1	0
			SP #1	0
Residential data card subscription for e.g. USB modems (separate SIM card) revenues Unique Data Users Revenues - Residential	QAR		3P #2	0
offique Data Osers Revenues - Residential	QAR	Total		
Hongs with the same residential subscription for amortal and CIM cord various		Iotai	SP #1	0
Usage with the same residential subscription for smartphones (same SIM card) revenue				0
Usage with the same residential subscription for smartphones (same SIM card) revenue	OAR		SP #2	0
Outbound Roaming Data Residential	QAR	Total		
T. I.D		Total	OD #4	0
Total Reaming data revenue			SP #1	0
Total Roaming data revenue	CAR		SP #2	0
Annexure B - BB Revenue - Residential	QAR	_		_ 1
		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]	0.15/0.1			
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		
T		Average	#DIV/0!
Total ARPU		SP #1	#DIV/0
Total ARPU	OAD/MD	SP #2	#DIV/0
Revenue per MB - Residential	QAR/MB	A	#DIV//OI
OAD MAD		Average	#DIV/0!
QAR/MB QAR/MB		SP #1 SP #2	#DIV/0
Revenue Market Share - Residential	%	3F #2	#DIV/0
Revenue Market Share - Residential	70	Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/0: #DIV/0
Revenue Market Share		SP #2	#DIV/0
- Retail national mobile voice and broadband services – Business customers		31 #2	#51070
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	O
Total business Data card and separate SIM subscriptions		SP #2	O
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		
D. MOM. I. J.		Total	0
Business M2M subscriptions (separate sim card) traffic		SP #1	0
Business M2M subscriptions (separate sim card) traffic	00 - 10 - 1	SP #2	0
Traffic Unique Data Users - Business	GByte/Quarter	Total	
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	OI WZ	0
Outsound Roaming Pata Business	Object 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	Tarial	#DN//AI
Displace mobile leternet APPLI		Total	#DIV/0!
Business mobile Internet ARPU		SP #1	#DIV/0!
Business mobile Internet ARPU		SP #2	#DIV/0!
Mahila DD. Davanua new Cubacquistian. Dualingas	OAD/Cube selb seles and		
Mobile BB - Revenue per Subscription - Business	QAR/Subscriber/month	Tatal	#DIV/01
	QAR/Subscriber/month	Total	#DIV/0!
Mobile BB - Revenue per Subscription - Business Business mobile BB ARPU Business mobile BB ARPU	QAR/Subscriber/month	Total SP #1 SP #2	#DIV/0! #DIV/0! #DIV/0!

Total Revenue per Subscription - Business	QAR/Subscriber/month	Total	#DIV/0!
Total ARPU		SP #1	#DIV/0! #DIV/
Total ARPU		SP #1	#DIV/
Revenue per MB - Business	QAR/MB	3F #Z	#DIV/
Nevertue per mib - Business	QAIVIND	Total	#DIV/0!
QAR/MB		SP #1	#DIV/
QAR/MB		SP #2	#DIV/
Revenue Market Share - Business	%		
		Total	#DIV/0!
Revenue Market Share		SP #1	#DIV/
Revenue Market Share		SP #2	#DIV
Mobile Broadband M5a+M5b			
Volume / Subscription			
Subscriptions - Mobile Internet - Total	Volume / Subscriptions		
		Total	
Separate Total subscription for smartphones (same SIM card)		SP #1	
Separate Total subscription for smartphones (same SIM card)		SP #2	
Subscriptions -Mobile Broadband - Total	Volume / Subscriptions	нишин	
		Total	
Total data card subscription for e.g. USB modems (separate SIM card)		SP #1	
Total data card subscription for e.g. USB modems (separate SIM card)		SP #2	
Subscriptions - M2M SIM	Volume / Subscriptions		
		Total	
Total M2M subscriptions (separate sim card)		SP #1	
Total M2M subscriptions (separate sim card)		SP #2	
Unique Data Users - Total	Volume / Subscriptions		
Lleage with the come Total subscription for smortphones (come SIM cord)		Total SP #1	
Usage with the same Total subscription for smartphones (same SIM card) Usage with the same Total subscription for smartphones (same SIM card)		SP #1	
Total Subscriptions - Total	Volume / Subscriptions	3F #2	
Total Subscriptions - Total	volume / Subscriptions	Total	
Total Total Data card and separate SIM subscriptions		SP #1	
Total Total Data card and separate SIM subscriptions		SP #2	
Traffic - Mobile Internet - Total	GByte/quarter	31 #2	
Traine - Mobile Internet - Total	Obyto/quartor	Total	
Separate Total subscription for smartphones (same SIM card) traffic		SP #1	
Separate Total subscription for smartphones (same SIM card) traffic		SP #2	
Traffic - Mobile Broadband - Total	GByte/quarter		
	0_,10,400.10.	Total	
Total Data Card subscription for e.g. USB modems (separate SIM card) traffic		SP #1	
Total Data Card subscription for e.g. USB modems (separate SIM card) traffic		SP #2	
Traffic - M2M SIM	GByte/quarter		
		Total	
Total M2M subscriptions (separate sim card) traffic		SP #1	
Total M2M subscriptions (separate sim card) traffic		SP #2	
Traffic Unique Data Users - Total	GByte/quarter		
		Total	
Usage with the same Total subscription for smartphones (same SIM card) traffic		SP #1	
Usage with the same Total subscription for smartphones (same SIM card) traffic		SP #2	

Outbound Roaming Data Total	GByte/quarter	T-4-1	
Total December data Traffic		Total	0
Total Roaming data Traffic		SP #1 SP #2	0
Total Roaming data Traffic Total Traffic - Total	CD-to/guester	3F #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	_	
Total ADDU		Average	#DIV/0!
Total ARPU		SP #1	#DIV/0!
Total ARPU		SP #2	#DIV/0!
D MD. T	OAD AAD	<u> </u>	
Revenue per MB - Total	QAR/MB		#PN //OI
	QAR/MB	Average	#DIV/0!
Revenue per MB - Total QAR/MB QAR/MB	QAR/MB		#DIV/0! #DIV/0! #DIV/0!

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

Revenue		SP #1	
Revenue		SP #2	
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	
QAR/min		SP #2	
Revenue per minute origination outside Qatar	QAR/Min		
		Average	#DIV/0!
QAR/min		SP #1	
QAR/min	2	SP #2	
Revenue Market Share - Traffic Originated in Qatar	%	—	//DIV//OI
Decree Market Observ		Total	#DIV/0!
Revenue Market Share		SP #1	
Revenue Market Share	0/	SP #2	
Revenue Market Share - Traffic Originated outside Qatar	%	Total	#DIV/0I
Revenue Market Share		SP #1	#DIV/0!
Revenue Market Share		SP #1	
		5F #2	
esale physical access to network infrastructure - Physical access to NSPs' mobile sites, masts, towers, including relevant ar	saillan, facilities/sanciase and callegation cases		
	icinary facilities/services and conocation space		
Volume / Subscriptions Number of sites/masts shared	#		
Number of Sites/filests Sildred	#	Total	
Volume		SP #1	
Volume		SP #1	
Financial Metrics		3F #2	
Total Revenue	QR thousands		
Total November	art modulido	Total	
Gross Revenue		SP #1	
Gross Revenue		SP #2	
- Physical access to NSP's dark fibre, including relevant ancillary facilities/s	services and collocation space	S	
Volume / Subscriptions			
Dark Fiber Links	# eoq		
		Total	
Number of A to B links		SP #1	
Number of A to B links		SP #2	
Dark Fiber Pairs	# eoq		
		Total	
Number of pairs in the links		SP #1	
Number of pairs in the links		SP #2	
Dark Fiber Distance	km eoq		
		Total	
Km of Dark Fiber		SP #1	
Km of Dark Fiber		SP #2	
Dark Fiber subscribers (# of customers paying the bills)	# eoq		
		Total	
Number of subscribers (# of customers paying the bills)		SP #1	

Total Revenue	QR thousands	Total		
Revenue		Iotai	SP #1	0
Revenue			SP #2	
: - Physical access to NSP's ducts, including relevant ancillary facilitie	s/services and collocation snace		31 #2	
Volume / Subscriptions	sistervices and conocation space		_	
Volume duct space rented	cm2 per meter			
	·	Total		0
Volume			SP #1	C
Volume			SP #2	C
Financial Metrics				
Total Revenue	QR thousands			
		Total		O
Revenue			SP #1	C
Revenue			SP #2	(
d - Functional access to international gateway facilities required to gain	n international connectivity (including, but not limited to, physica	al access to the facili	ties, col	ocation space, cross-connects and
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	С
Revenue			SP #2	0
a + M8b + M8C + M8D				
Cross - checks and market share [based on Annexure B markets]	00.4			
Total Revenue	QR thousands	Total		
Devenue (Londino Otation Tourse Devite		Total	OD #4	0
Revenue (Landing Station, Towers, Ducts,)			SP #1	
Revenue (Landing Station, Towers, Ducts,) Market share	%		SP #2	
Market Share	70	Total		#DIV/0!
Annexure B revenues		Total	SP #1	#DIV/0: #DIV/0
Annexure B revenues			SP #2	
lesale broadband access at a fixed location			3F #2	2017 Q ⁻
Volume / Subscriptions				2017 Q
Lines by speed (to be provided as detailed information by the	SPs including here the 1# of lines			
Lines by speed (to be provided as detailed information by the	or of moraling fiere the through	Total		0
Volume		10141	SP #1	0
Volume			SP #2	0
Number of Lines	#			
		Total		0
Volume			SP #1	(
Volume			SP #2	(
Financial Metrics				
Recurring Revenue	QR thousands			
		Total		0
Revenue			SP #1	0
1				

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
nal 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!
inating segment of (national and international) wholesale leased lines services		*	2017 Q1
Volume / Subscriptions		*	
No of links	# eoq		
		Total	0
		SP #1	0
Number of A to B Links		31 #1	
Number of A to B Links Number of A to B Links		SP #2	0
	GByte/quarter		

Used Bandwidth		SP #1	0
Used Bandwidth		SP #2	0
Financial Metrics			
Recurring Revenue	QR thousands		
		Total	
Revenue		SP #1	
Revenue		SP #2	(
Non-Recurring Revenue	QR thousands		
		Total	
Revenue		SP #1	(
Revenue		SP #2	(
Total Revenue	QR thousands		
		Total	
Revenue		SP #1	
Revenue		SP #2	
Cross - checks and market share [based on Annexure B markets]		*	
Revenue Market share	%		
		Total	#DIV/0!
Revenue Market share		SP #1	#DIV/
Revenue Market share		SP #2	#DIV/
national transit segment of international wholesale leased lines services			2017 Q
Volume / Subscriptions			
No of links	# eoq		
		Total	
Number of A to B Links		SP #1	(
Number of A to B Links		SP #2	
Used Capacity	GByte/quarter	9	
	02),10/400.10.	Total	
Used Bandwidth		SP #1	
Used Bandwidth		SP #2	
Financial Metrics		::-	
Total Revenue	QR thousands		
10101110	QIV illouduride	Total	
Revenue		SP #1	
Revenue		SP #2	
Cross - checks and market share [based on Annexure B markets]		S. "2	
Revenue Market share	%		
Novelide Market State	70	Total	#DIV
Revenue Market share		SP #1	#DIV
Revenue Market share		SP #2	#DIV
esale access and origination on public mobile networks		3F #2	2017 (
esale access and origination on public mobile networks			2017
Volume / Subscriptions			
Volume / Subscriptions	Mino		
Volume / Subscriptions Volume Qatar Sim	Mins	Total	
Volume Qatar Sim	Mins	Total	
Volume Qatar Sim Volume	Mins	SP #1	
Volume Qatar Sim Volume Volume			
Volume Qatar Sim Volume	Mins	SP #1 SP #2	(
Volume Qatar Sim Volume Volume		SP #1	

Total Volume	Mins	Total	
Volume		SP	#1
		SP	
Volume Financial Metrics		3P :	#2
Revenue Qatar Sim	QR thousands		
Revenue Qatai Siiii	QN tribusarius	Total	
Revenue		SP	#1
Revenue		SP	
Revenue inbound roaming Sim	QR thousands	31	#Z
November Inspection Tourising Chin	GIV (Hoddands	Total	
Revenue		SP	#1
Revenue		SP	
Revenue voice	QR thousands		·-
	a	Total	
Revenue		SP	#1
Revenue		SP	
Revenue SMS/MMS	QR thousands		
		Total	
Revenue SMS		SP	#1
Revenue SMS		SP	
Total Revenue	QR thousands		
		Total	
Revenue		SP	#1
Revenue		SP	#2
Cross - checks and market share [based on Annexure B markets]			
Revenue per minute	QAR/Min		
		Total	#DIV/0!
QAR/min		SP	#1 #1
QAR/min		SP	#2 #1
Revenue Market share	%		
		Total	#DIV/0!
Revenue Market share		SP	#1
Revenue Market share		SP	#2 #1
lesale termination on individual mobile networks			201
Volume / Subscriptions			
Volume Qatar Sim - Voice	Mins		
		Total	
Volume		SP	#1
·			
Volume		SP	#2
Volume Volume inbound roaming Sim - Voice	Mins		#2
Volume inbound roaming Sim - Voice	Mins	Total	
Volume inbound roaming Sim - Voice Volume	Mins	Total SP	#1
Volume inbound roaming Sim - Voice Volume Volume		Total	#1
Volume inbound roaming Sim - Voice Volume	Mins	Total SP	#1
Volume inbound roaming Sim - Voice Volume Volume Total Volume Voice		Total SP SP	#1
Volume inbound roaming Sim - Voice Volume Volume Total Volume Voice Volume		Total SP Total SP	#1 #2 #1
Volume Volume Volume Total Volume Volume Volume Volume Volume Volume	Mins	Total SP Total SP SP	#1 #2 #1
Volume inbound roaming Sim - Voice Volume Volume Total Volume Voice Volume		Total SP Total SP	#1 #2 #1

Volume		er	0
Volume			0 0 0
	Mins		#2 U
Volume inbound roaming Sim - SMS/MMS	IVIIIIS	Total	
Values			0
Volume			0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0
Volume	Mina	*	0 0
Total Volume SMS/MMS	Mins		
N. I		Total	0
Volume			0
Volume		SF	0 #2
Financial Metrics	OD the constant	*	
Revenue Qatar Sim - Voice	QR thousands		
		Total	0
Revenue			0
Revenue			0 0
Revenue inbound roaming Sim - Voice	QR thousands	*	
		Total	0
Revenue			0
Revenue			0 0
Total Revenue Voice	QR thousands	*	
		Total	0
Revenue		SF	0
Revenue		SF	0 #2
Revenue Qatar Sim - SMS/MMS	QR thousands	*	
		Total	0
Revenue Qatari Customers MMS, SMS		SF	9 #1 0
Revenue Qatari CustomersMMS, SMS		SF	9 #2 0
Revenue inbound roaming Sim - SMS/MMS	QR thousands	*	
		Total	0
Roaming revenue MMS, SMS		SF	0
Roaming revenue MMS, SMS		SF	0 #2
Total Revenue MMS, SMS	QR thousands	*	
		Total	0
Revenue MMS, SMS		SF	0
Revenue MMS, SMS		SF	0 #2
Total Revenue	QR thousands	*	
		Total	0
Revenue		SF	0 0
Revenue		SF	0 #2
Cross - checks and market share [based on Annexure B markets]		*	
Revenue per minute - voice	QAR/min	*	
		Total	#DIV/0!
QAR/min		SF	*#1 #DIV/0!
QAR/min		SF	#DIV/0!
Traffic share - combined market	%	*	
		Total	#DIV/0!
Minutes share			2 #1 #DIV/0!
Minutes share			2 #2 #DIV/0!
Market share (total revenue) - combined market	%	*	
, comments and the second seco		Total	#DIV/0!
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Annexure B revenues		SP #1	#DI
Annexure B revenues		SP #2	#DI'
Market			2017
Financial Metrics		•	
Total Revenue Non Annexure B Fixed Retail Services	QAR	*	
		Total	
NON ANNEX B Revenue		SP #1	
NON ANNEX B Revenue		SP #2	
Total Revenue Non Annexure B Retail Mobile Services	QAR	*	
		Total	
NON ANNEX B Revenue		SP #1	
NON ANNEX B Revenue		SP #2	
Total Revenue Non Annexure B Fixed Services - Wholesale	QAR	*	
		Total	
NON ANNEX B Revenue		SP #1	
NON ANNEX B Revenue		SP #2	
Total Revenue Non Annexure B Mobile Services Wholesale	QAR	*	
		Total	
NON ANNEX B Revenue		SP #1	
NON ANNEX B Revenue		SP #2	
Total Other Non Telecom Services	QAR	*	
		Total	
Revenue		SP #1	
Revenue		SP #2	
Financial Metrics	OAR		
Total Revenue	QAR	*	
		Total	
		IOIAI	
Revenue		SP #1	
Revenue Revenue			
Revenue		SP #1	
Revenue		SP #1	201
Revenue ition Financial Metrics	OR thousands	SP #1 SP #2	201
Revenue	QR thousands	SP #1 SP #2	201
Revenue ition Financial Metrics Total revenue as per public reporting for fixed markets	QR thousands	* * Sum	201
Revenue iition Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting)	QR thousands	* * * Sum SP #1	201
Revenue ition Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting)		* * Sum SP #1 Sum SP #1 SP #2	201
Revenue iition Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting)	QR thousands QR thousands	* * * Sum SP #1 SP #2 * Sum SP #1 SP #2 *	201
Revenue Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting) Total revenue as per public reporting for mobile markets		* * * Sum SP #1 SP #2 * Sum SP #1 SP #2 * Sum	201
Revenue Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting) Total revenue as per public reporting for mobile markets (as per public reporting)		* * * Sum SP #1 SP #2 * Sum SP #1 SP #2 * Sum SP #1	201
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Revenue Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting) Total revenue as per public reporting for mobile markets (as per public reporting)		SP #1 SP #2 * * Sum SP #1 SP #2 * Sum SP #1 SP #2	201
Revenue Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting) Total revenue as per public reporting for mobile markets (as per public reporting) (as per public reporting) Total revenue as per public reporting) Total revenue as per public reporting)	QR thousands	SP #1 SP #2 * * Sum SP #1 SP #2 * Sum SP #1 SP #2 * Sum SP #1 SP #2 *	201
ition Financial Metrics Total revenue as per public reporting for fixed markets (as per public reporting) (as per public reporting) Total revenue as per public reporting for mobile markets (as per public reporting) (as per public reporting) Total revenue as per public reporting (as per public reporting) Total revenue as per public reporting	QR thousands	SP #1 SP #2 * * Sum SP #1 SP #2 * Sum SP #1 SP #2 * Sum SP #1 SP #2 * SP #2	201
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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	*	

ladda ba Oanada a and Vadafana			Y Q1
ed in by Ooredoo and Vodafone		Unit	F FY Q4]
ational Fixed Voice and Broadband Services		*	201
il Fixed Broadband Services			
Volume / Subscriptions			
Homes/Offices Passed - Fibre		*	
	# eoq	Total	
Number of houses/offices units passed		SP #1	
Number of houses/offices units passed		SP #2	
Homes/Offices Connected - Fibre		*	
	# eoq	Total	
Number of housing/office units connected		SP #1	
Number of housing/office units connected		SP #2	
Total BB Lines (Fiber + Copper + Other, Residential + Business, All speeds)		*	
	# eoq	Total	
Total Number of Lines		SP #1	
Total Number of Lines		SP #2	
Total Double Play Lines (Fiber + Copper, Residential + Business, All speeds)		*	
	# eoq	Total	
Total Number of Lines		SP #1	
Total Number of Lines		SP #2	
Total Triple Play Lines (Fiber + Copper , Residential + Business, All speeds)		*	
	# eoq	Total	
Total Number of Lines		SP #1	
Total Number of Lines		SP #2	
Total Active Lines in Fibre - Double + Triple Play - Residential + Business		*	
	# eoq	Total	
Total Active Lines in Fibre - Double + Triple Play - Residential + Business		SP #1	
Total Active Lines in Fibre - Double + Triple Play - Residential + Business		SP #2	
Fiber - Double Play - Residential + Business Lines		*	
	# eoq	Total	
Total - Fiber - Double Play - Number of Residential Active Lines		SP #1	
Total - Fiber - Double Play - Number of Residential Active Lines		SP #2	
Fiber - Double Play - Residential Lines		*	
T. I. S. I. S. I. S. I.	# eoq	Total	
Total - Fiber - Double Play - Number of Residential Active Lines		SP #1	
Total - Fiber - Double Play - Number of Residential Active Lines	#	SP #2	
Fiber - Double Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1	
Fiber - Double Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1	
Fiber - Double Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1	

ed in by Ooredoo and Vodafone			CY Q1 [VF FY Q4]
ea may coreaco ana roadione		Unit	par i r sanj
ational Fixed Voice and Broadband Services		*	2017 Q
il 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	C
Fiber - Double Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2	(
Fiber - Double Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2	(
Fiber - Double Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2	(
Fiber - Double Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2	(
Fiber - Double Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #2	(
Fiber - Double Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #2	(
Fiber - Double Play - Business Lines		*	
	# eoq	Total	
Total - Fiber - Double Play - Number of Business Active Lines	# eoq	SP #1	
Total - Fiber - Double Play - Number of Business Active Lines	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #1	
Fiber - Double Play - Business - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #2	
Fiber - Double Play - Business - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #2	
Fiber - Triple Play - Residential Lines		*	
	# eoq	Total	
Total - Fiber - Triple Play - Number of Residential Active Lines	# eoq	SP #1	
Total - Fiber - Triple Play - Number of Residential Active Lines	# eoq	SP #2	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 300 Mbps	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 1 Gbits	# eoq	SP #1	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 10 Mbps	# eoq	SP #2	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 25 Mbps	# eoq	SP #2	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 50 Mbps	# eoq	SP #2	
Fiber - Triple Play - Residential - Lines with advertised downstream equal to 100 Mbps	# eoq	SP #2	

eoq

Fiber - Triple Play - Residential - Lines with advertised downstream equal to 300 Mbps

0

SP #2

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

eoq

0

Total

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

Lines with advertised downstream speed equal to, or greater than, 10Mbps

SP #2

			2017
			CY Q1 [VF FY Q4]
13 - 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	3F #2	Ü
Links Lientent. 710 km to 20 km	# 604	Total	0
Number of Links		SP #1	0
Number of Links Number of Links		SP #2	0
	# eoq	3F #2	0
Links Element: >20 km to 30 km (or more)	# euq	Total	0
Number of Links		SP #1	
		SP #1	0
Number of Links	#	5P #2	0
Central Office to Central Office: Less than 10 km	# eoq		
N. J. W.		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

CY Q1 WF FY G	2017 <mark>4]</mark>
13 - 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	
Number of Links SP #1	0
Number of Links SP #2	0
Links Element: >5 km to 10 km # eoq	
Number of Links Total	0
Number of Links SP #2	0
Links Element: >10 km to 20 km #eoq	
Total	0
Number of Links	0
Number of Links SP #2 Links Element: >20 km to 30 km (or more) # eoq	0
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	
Number of Links Total	0
Number of Links SP #2	0
Total Links #eoq	
Total	0
Number of Links SP #1 Number of Links SP #2	0
Financial Metrics	
Total Revenue QR thousands	
Total	0
Revenue SP#1 Revenue SP#2	0
Totalia Company	Ü
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	
Number of Connections SP #1	0
Number of Connections SP #2	0
SP #2	
Number of Connections SP #2 Central Office to Central Office Connections km eoq	
Central Office to Central Office Connections km eoq Total	0
Central Office to Central Office Connections km eoq Total Number of Connections SP #1	0
Central Office to Central Office Connections km eoq Total	
Central Office to Central Office Connections km eoq Number of Connections SP #1 Number of Connections SP #2	0
Central Office to Central Office Connections km eq Number of Connections SP #1 Number of Connections SP #2 Total Connections # eoq Total Total Number of Connections SP #1	0 0
Central Office to Central Office Connections km eq Total Number of Connections SP #1 Number of Connections SP #2 Total Connections # eoq Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #2	0 0
Central Office to Central Office Connections km eq Total Number of Connections SP#1 Number of Connections # eoq Total Connections # eoq Total Number of Connections \$ # eoq Total Number of Connections \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	0 0
Central Office to Central Office Connections km eq Total Number of Connections SP#1 Number of Connections # eoq Total Connections # eoq Total Number of Connections \$ # eoq Total Number of Connections \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	0 0
Central Office to Central Office Connections km eq Total Number of Connections SP #1 Number of Connections SP #2 Total Connections # eqq Total Number of Connections # eqq Total Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #2 Financial Metrics GPON Connections Revenue (residential and business) QR thousands Total Revenue SP #1	0 0 0 0
Central Office to Central Office Connections km eqq Number of Connections SP #1 Number of Connections SP #2 Total Connections # eqq Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #2 Financial Metrics SP #2 GPON Connections Revenue (residential and business) QR thousands Revenue SP #1 Revenue SP #1 Revenue SP #1	0 0 0 0
Central Office to Central Office Connections km eq Total Number of Connections SP #1 Number of Connections # eqq Total Connections # eqq Total Connections # eqq Total Connections	0 0 0 0 0
Central Office to Central Office Connections km eqq Number of Connections SP #1 Number of Connections SP #2 Total Connections # eqq Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #2 Financial Metrics SP #2 GPON Connections Revenue (residential and business) QR thousands Revenue SP #1 Revenue SP #1 Revenue SP #1	0 0 0 0
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Central Office to Central Office Connections km eq Total Number of Connections SP #1 Number of Connections # eqq Total Connections # eqq Total Number of Connections # eqq Total Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #1 Number of Connections SP #2 Financial Metrics GPON Connections Revenue (residential and business) QR thousands Total Revenue SP #1 Revenue SP #2 Central Office to Central Office Revenue Central Office to Central Office Revenue Total Total Revenue SP #1 Revenue SP	0 0 0 0 0 0 0 0 0 0
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Central Office to Central Office Connections km eoq Total Number of Connections SP #1 Number of Connections Total Total Number of Connections # eoq Total Number of Connections # eoq Total Number of Connections SP #1 Number of Connecti	0 0 0 0 0 0 0 0 0 0 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

W

Attachment 1/1

MDDD 2016 Reporting Notice Draft for Consultation_Ooredoo redline

A Regulatory Authority
State of Qatar

Communications

Regulatory Authority

State of Qatar

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

- 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.
- 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).
- 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).
- 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 Dec<u>ision</u>ree 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 th_e 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 Decisionree, in the Telecommunications Law and in Executive By-Law.
- 28. The following words and expressions shall have the meaning <u>ascribed to them</u> <u>belowopposite to them</u>:
 - 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 previous three months;

- 28.3. Number of Active Channels: Ttwo (2) channels per any Basic Rate Interface (BRI) Active Subscriptions and thirty (30) channels for any Primary Rate Interface (PRI) Active Subscriptions;
- Managed VoIP Lines: <u>VoIP subscriptions-R</u>refers to the number of voice over internet protocol (VoIP) fixed line subscriptions;
- 28.5. Minutes: Naumber 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 usere 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: The Markets as defined by the CRA as anin 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);
- Residential Lines: Subscribers paying a Residential Tariffs and/or classified as such by the SPs;
- 28.10. Retail and Wholesale Services: <u>T</u>the Services as defined by the CRA in as an outcome teof 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**: <u>Tthise Bandwidth used (i.e.,represents the</u> bandwidth <u>actually sold by a SP and acquiredconsumed by the customers)</u> by the Subscribers during the reference quarter;
- Subscriber: <u>T</u>the person or entity that enters into <u>an agreement(s)</u> with the SPs to receive and pay for <u>service(s)</u>;

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;
 - 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 [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.

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

Commented [A5]: Not a defined term

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 <u>wais</u> 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 uponen 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 <u>calendar</u> quarters. This monitoring will be carried out <u>through</u> comprehensively analyzing the trends. Any inconsistency noted in the data will be notified and discussed with the SPs, <u>which-who</u> will be required to provide explanations and to rectify the data__ if <u>necessaryneeded</u>.
- 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 <u>as</u> an offence by a term of imprisonment not exceeding two (2) years and or a fine not exceeding <u>one hundred thousand Riyals</u> <u>may be imposed as provided for in the law and any subsequent amendment thereto</u>; 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 overreaching 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 indictors) 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.

Vodafone Qatar Q.S.C. P.O. Box 27727 Doha, Qatar

Phone +974 7700 7111 Fax +974 4409 6669

vodafone.com.qa

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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 indictors,
 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,

Alexandre Serot Head of Regulatory Vodafone Qatar

Vodafone Qatar Q.S.C. P.O. Box 27727 Doha, 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.

+974 4499 5515 A +9VE EE99 0010



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. P.O. Box 27727 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

page 1



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 lengthy 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.