



Amman
Tel. 962 6 568 1608
Fax. 962 6 568 1530
PO Box 2374, Amman 11821
Jordan

Internet of Things “IoT” Services in the Arab World 2018

Analyst: Hiba Al Atiyat

Arab Advisors Group
Strategic Research Service
August 2018

This report has been delivered to **Client** as part of the subscription to the Arab Advisors Group Strategic Research Service to be used exclusively by its employees

Copyright notice: Copyright 2018 by Arab Advisors Group. All rights reserved. Arab Advisors Group owns all copyrights and proprietary rights of this report. Any and all material contained in this report are not to be reproduced or distributed in whole or in part without the prior expressed and written permission of Arab Advisors Group. Any unauthorized use, disclosure, copying, selling, distribution or in any way transfer of any direct or indirect information from this report and commentary will be prosecuted. Removing, erasing or hiding from view any copyright, trademark, confidentiality notice, mark or legend appearing on Arab Advisors Group products or any form of output is strictly prohibited, and will be under legal responsibility. The information contained in this report has been obtained from sources we believe to be reliable, but neither its completeness nor accuracy can be guaranteed. Opinions expressed are based on our interpretation of the available information, and are subject to change.

Feedback: Our clients’ satisfaction is of our utmost concern. We welcome all feedback regarding our research and products. Please send us your notes on this report, what you found useful in it and future research directions that would help you in your business. Send feedback emails to: arabadvisors@arabadvisors.com

Table of Contents

Section I: Introduction7

Section II: Overview9

Section III: IoT services and applications in the Arab World for individual and business users offered by cellular operators20

Algeria 20

Bahrain 21

Egypt..... 25

Iraq 33

Jordan 35

Kuwait 42

Lebanon 43

Libya 46

Morocco 47

Oman 49

Palestine 53

Qatar 55

Saudi Arabia 58

Syria 61

Tunisia..... 62

UAE 66

Yemen. 72

List of Exhibits

Exhibit 1: List of countries offering IoT services (October 2015 vs. August 2018)	9
Exhibit 2: Availability of main IoT services provided by the operators (August 2018)	11
Exhibit 3: Main IoT services provided by the operators (August 2018) ..	12
Exhibit 4: Availability of main IoT services provided by the operators for personal and business subscribers	13
Exhibit 5: Main IoT services growth between October 2015 and August 2018	14
Exhibit 6: Ooreoo Algeria’s M2M SIM packages (August 2018)	20
Exhibit 7: Djezzy’s M2M SIM packages (August 2018)	20
Exhibit 8: Batelco’s Smart Bus Solution’s features (August 2018)	21
Exhibit 9: Viva’s fleet management plans (August 2018)	22
Exhibit 10: Viva’s connected IoT solutions (August 2018)	23
Exhibit 11: Tracking devices and fees for Etisalat’s My Car Tracking Service (August 2018)	26
Exhibit 12: Etisalat’s My Car Tracking Service sensor prices (August 2018)	26
Exhibit 13: Mobinil’s Metabe3 services (August 2018)	27
Exhibit 14: Vodafone’s Arabeety plans for individual users (August 2018)	28
Exhibit 15: Vodafone’s Arabeety plans for business users (August 2018)	29
Exhibit 16: Sensor prices for Arabeety service (August 2018)	30
Exhibit 17: Prices of extra sensors for Arabeety service (August 2018) ..	30
Exhibit 18: Vodafone Ready Security’s packages (August 2018)	31
Exhibit 19: Vodafone Ready Security add-on devices (August 2018)	31
Exhibit 20: Vodafone wireless POS’ plans (August 2018)	32
Exhibit 21: M2M SIM card offers and fees (August 2018)	33
Exhibit 22: M2M SIM card offers and fees (August 2018)	33
Exhibit 23: M2M SIM card offers and fees (August 2018)	34
Exhibit 24: Zain’s Zain Track plans and packages (August 2018)	35
Exhibit 25: Zain Track installation fees (August 2018)	35
Exhibit 26: Sensor’s retail prices for Tanki service (August 2018)	36
Exhibit 27: Zain’s Tanki plans and packages (August 2018)	36
Exhibit 28: Zain Tanki installation fees (August 2018)	36

Exhibit 29: Zain’s Home Security plans and packages (August 2018)37

Exhibit 30: Zain’s Home Security devices included in each of the offered plans (August 2018)37

Exhibit 31: Zain’s Net.allem service’s vouchers (August 2018)38

Exhibit 32: Packages for Umniah’s Vehicle Tracking (August 2018).....39

Exhibit 33: Orange’s vehicle tracking service fees (August 2018).....40

Exhibit 34: Orange’s surveillance cameras’ prices (August 2018).....40

Exhibit 35: Orange’s surveillance cameras’ benefits and features (August 2018)41

Exhibit 36: Alfa Smart Home devices (August 2018).....43

Exhibit 37: Malak e-watch rates and packages (August 2018)44

Exhibit 38: Alfa’s M2M offerings subscriptions fees (August 2018)44

Exhibit 39: touch’s M2M offerings subscriptions fees (August 2018)45

Exhibit 40: touch’s Vinli packages (August 2018)45

Exhibit 41: Al Madar Al Jadeed’s business data package (August 2018) 46

Exhibit 42: Maroc Telecom’s Smart Car service fees (August 2018)47

Exhibit 43: Maroc Telecom’s Smart Office solution (August 2018)48

Exhibit 44: Omantel’s M2M Cards packages (August 2018).....50

Exhibit 45: Ooredoo’s M2M packages fees (August 2018)51

Exhibit 46: Ooredoo’s ePOS package fees (August 2018).....51

Exhibit 47: Ooredoo’s Global M2M packages fees (August 2018)52

Exhibit 48: Ooredoo’s Wireless Data Link packages fees (August 2018) 52

Exhibit 49: Wataniya’s Trax service’ packages and prices (August 2018)53

Exhibit 50: Jawwal’s fleet management service’s fees (August 2018) ...54

Exhibit 51: Vodafone’s fleet management service’s fees (August 2018) 56

Exhibit 52: STC Fleet Management service packages (August 2018).....58

Exhibit 53: STC Track service fees (August 2018)59

Exhibit 54: Orange Tunisie’s M2M packages fees (August 2018).....62

Exhibit 55: Tracking Corp service fees (August 2018).....62

Exhibit 56: Tunisie Telecom’s Smart Office solution (August 2018)63

Exhibit 57: Tunisie Telecom’s Smart Home packs (August 2018)64

Exhibit 58: SayarTech service fees (August 2018)64

Exhibit 59: KidSafe watch service fees (August 2018)65

Exhibit 60: Postpaid NFC SIM fees (August 2018).....66

Exhibit 61: Plug & Play package’s fees (August 2018)67

Exhibit 62: bundle solution fees (August 2018)68

Exhibit 63: bundle solution fees (August 2018)69

Exhibit 64: Mobile NFC subscription plan (August 2018)69
Exhibit 65: Etisalat’s NFC subscription requirements (August 2018)69
Exhibit 66: Etisalat’s home solution devices (August 2018)70
Exhibit 67: Yemen Mobile’s vehicle tracking service fee (August 2018) .72
Exhibit 68: Tax rate applied on IoT services in the Arab World (August 2018)73

PO Box 2374, Amman 11821- Jordan
Tel. 962 6 568 1608 Fax. 962 6 568 1530
arabadvisors@arabadvisors.com | www.arabadvisors.com

