



Vodafone Qatar Q.S.C Financial Results

Quarter ended 30 June 2016

26 July 2016

Disclaimer

- The following presentation is made only to, and is directed only at, persons to whom such a presentation may lawfully be communicated (“relevant persons”). Any person who is not a relevant person should not act or rely on this presentation or any of its contents.
- This presentation contains forward-looking statements that are subject to risks and uncertainties, including statements about Vodafone Qatar’s beliefs and expectations.
- These forward-looking statements are based on assumptions that Vodafone Qatar has made in light of its experience in the industry in which it operates, as well as its perceptions of historical trends, current conditions, expected future developments and other factors which Vodafone Qatar believes are appropriate under the circumstances. Prospective investors should understand that these statements are not guarantees of future performance or results.
- Due to these factors, Vodafone Qatar cautions that prospective investors should not place undue reliance on any forward-looking statements. Further, any forward-looking statement speaks only as of the date on which it is made. New risks and uncertainties arise from time-to-time, and it is impossible to predict these events or how they may affect Vodafone Qatar.
- Vodafone and the Vodafone logo are trademarks of the Vodafone Group.



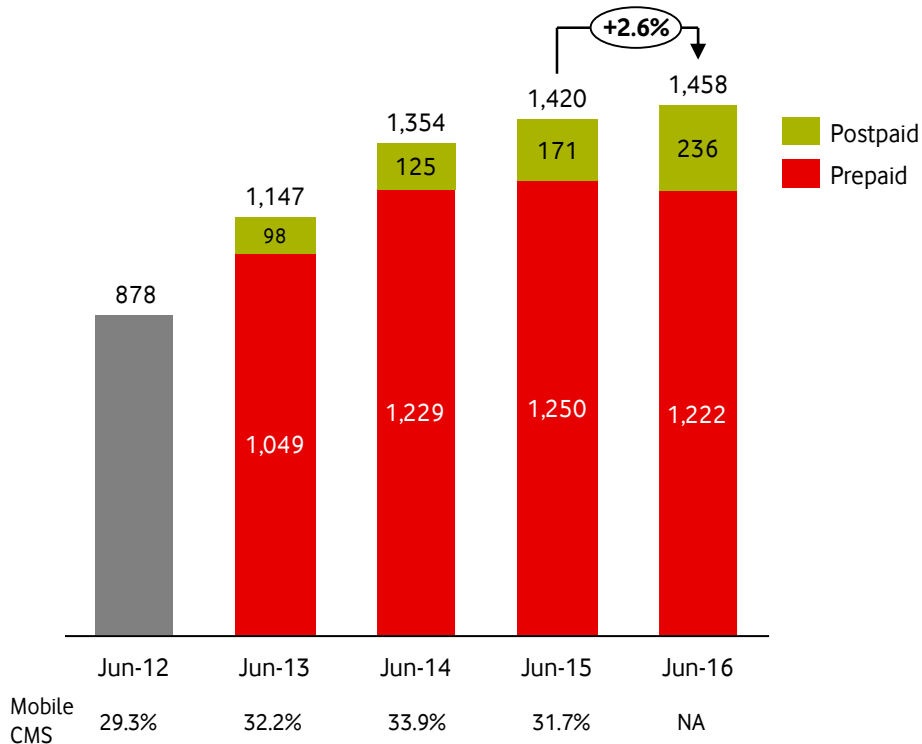
Financial Summary

For the three months ended 30 June 2016

QR m (unless otherwise stated)	3m to Jun-16	YoY Growth	QoQ Growth
Mobile Customers (000)	1,458	3%	(6%)
Total Revenue	501	(7%)	(3%)
<i>Service Revenue</i>	485	(2%)	3%
EBITDA	100	(9%)	72%
<i>EBITDA Margin %</i>	20%	(0.5pp)	8.7pp
Distributable Profit	1	2%	101%
Net Loss	(100)	0%	45%
Loss per Share (QR)	(0.12)	0%	45%
Capital Expenditure	40	(23%)	(68%)



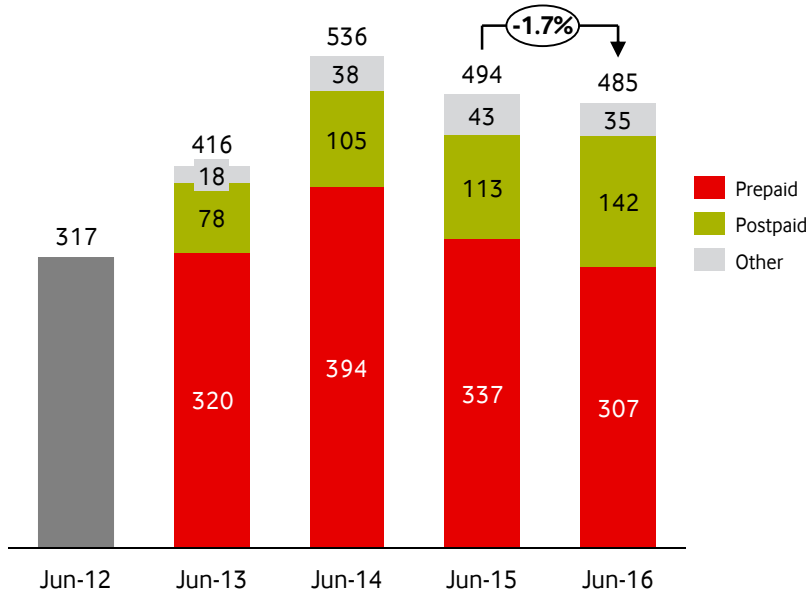
Mobile Customers (000's)



- **2.6% growth in Customers**
 - Strong growth in Postpaid benefitting from the all-new Connect proposition and Red plans
- **Postpaid represents 16%** of the customer base
- **Reduction in Prepaid base** due to one-time customer base clean-up



Service Revenue (QR m)

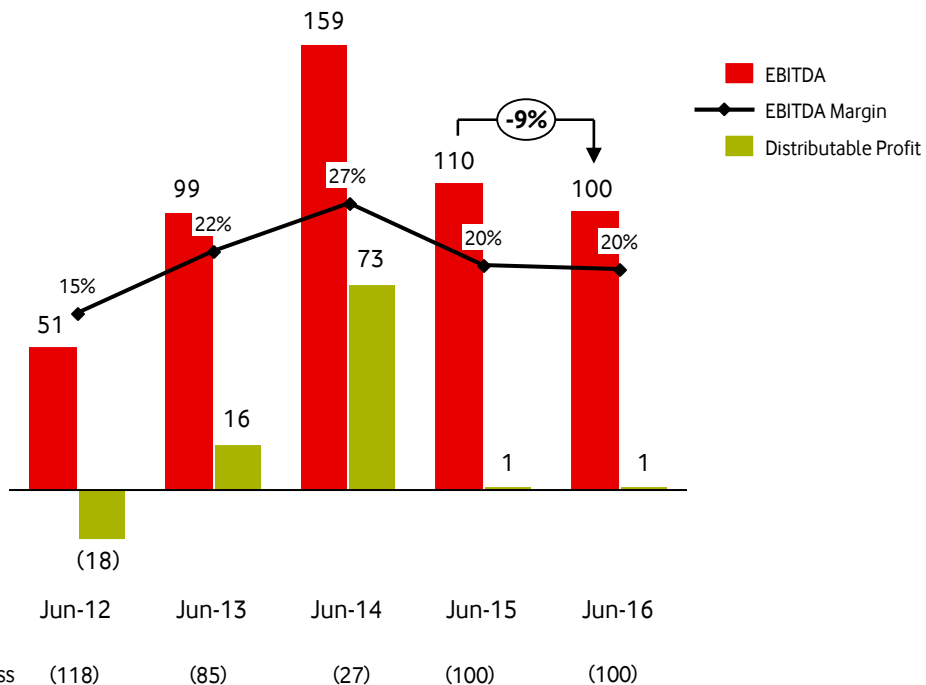


Mobile RMS (Q4)	25.6%	30.2%	33.7%	28.7%	NA
Mobile ARPU (QR)	122	123	131	111	101
Total Revenue	350	459	585	538	501

- **1.7% Revenue decline** reflecting a combination of:
 - Lower usage of international and local voice services
 - Reduction to Mobile termination rates (MTR), and;
 - Lower handset sales and other revenues
 - Adjusting for MTR cut, revenue has grown 0.8%
- **Postpaid revenue grew by 26%** aided by strong customer growth
- **9% reduction in Mobile ARPU** driven by Prepaid price discounts and MTR reduction



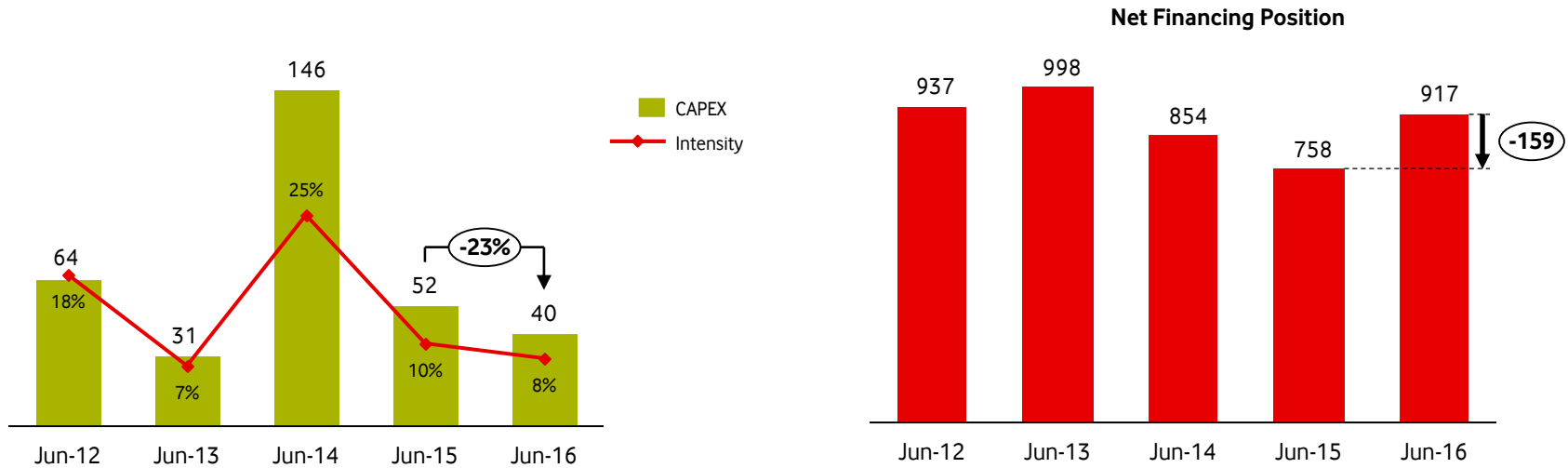
EBITDA & Distributable Profits (QR m)



- **Lower EBITDA** from lower revenue and higher cost base from a larger network and growing Data usage
- **Stable Distributable Profit and Net Loss** with lower EBITDA and benefit of non recurring costs from network modernisation



CAPEX and Financing Position (QR m)



- **Stable CAPEX** investment with **8% of annual revenues** reinvested
- **Net Financing position increased** year on year following payment of FY15 dividend of QR 177.5m in July 15
- **Headroom of QR 173m** on current wakala facility



Appendices



Financial Summary

	3 months to	3 months to	3 months to	3 months to	3 months to
	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16
	QRm	QRm	QRm	QRm	QRm
Total Revenue	350	459	585	538	501
Service Revenue	317	416	536	494	485
EBITDA	51	99	159	110	100
Net Loss	(118)	(85)	(27)	(100)	(100)
Distributable Profit	(18)	16	73	1	1
Capitalised Fixed Asset Additions	64	31	146	52	40
Free Cash Flow	34	13	39	(4)	(25)
Net Debt	904	985	815	762	917

Key Performance Indicators (KPIs)	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16
Qatar's Population (k)	1,722	1,916	2,152	2,345	2,477
Qatar's Mobile Penetration	174%	186%	186%	191%	NA
Total Mobile Customers (k)	878	1,146	1,354	1,420	1,458
ARPU (QR)	122	123	131	111	101
Mobile Customer Market Share	29.3%	32.2%	33.9%	31.7%	NA
Mobile Revenue Market Share (Quarter end) ¹	25.6%	30.2%	33.7%	28.7%	NA

¹ Revenue market share is based on Vodafone Qatar's total mobile revenue (in which content revenue is reported as net) versus the competitor's reported postpay, prepay and other mobile revenue.



Contact Details

Visit our website for more information



www.vodafone.qa/en/investor-relations

