



# Vodafone Qatar Q.S.C Financial Results

Quarter ended 30 June 2014

Tuesday 22<sup>nd</sup> July 2014

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# Financial Highlights

For the Quarter ended 30 June 2014

## Mobile Customers



**1,354,000**

**18%**

## Total Revenue



**QR 585m**

**27%**

## EBITDA



**QR 159m**  
**27% margin**

**61%**

## Distributable Profits



**QR 73m**

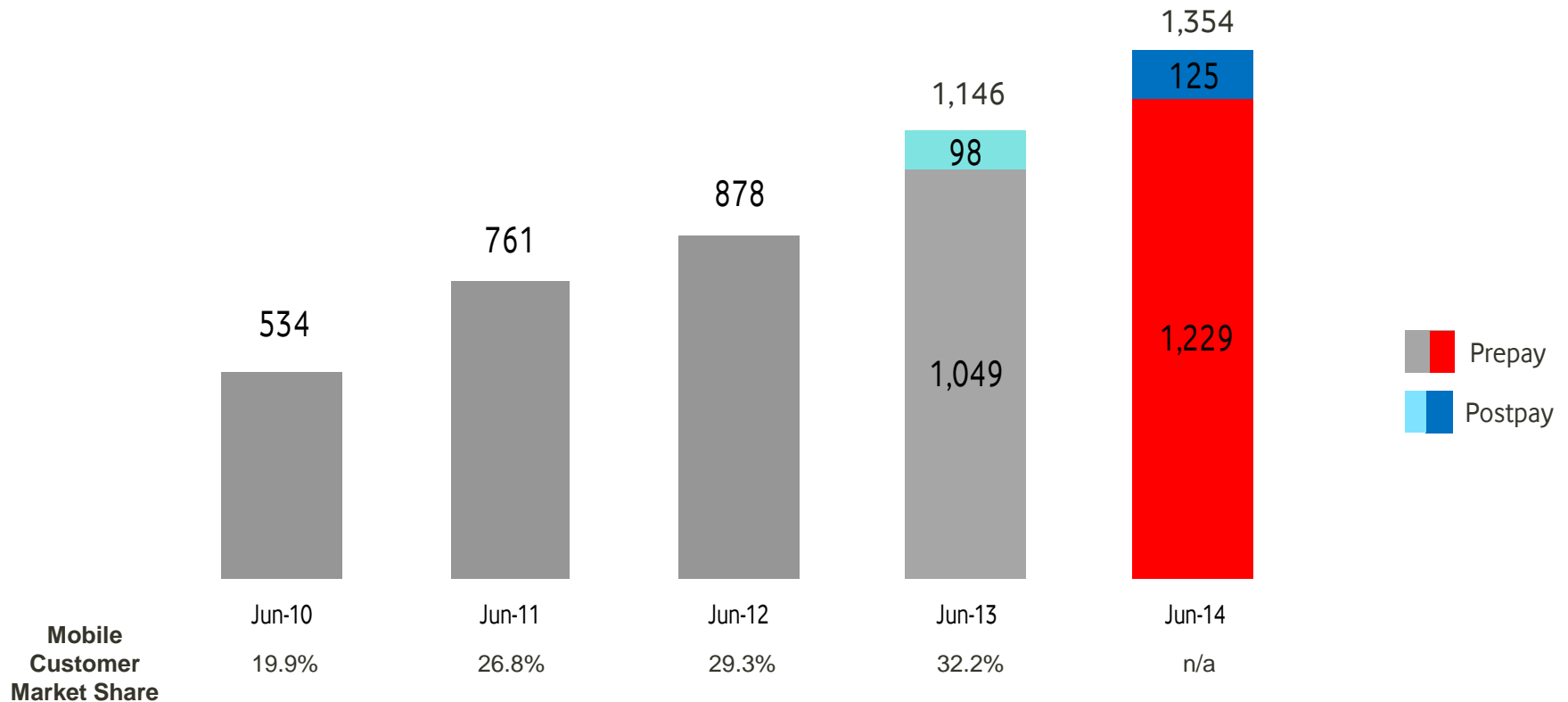
**363%**





# Financial Highlights

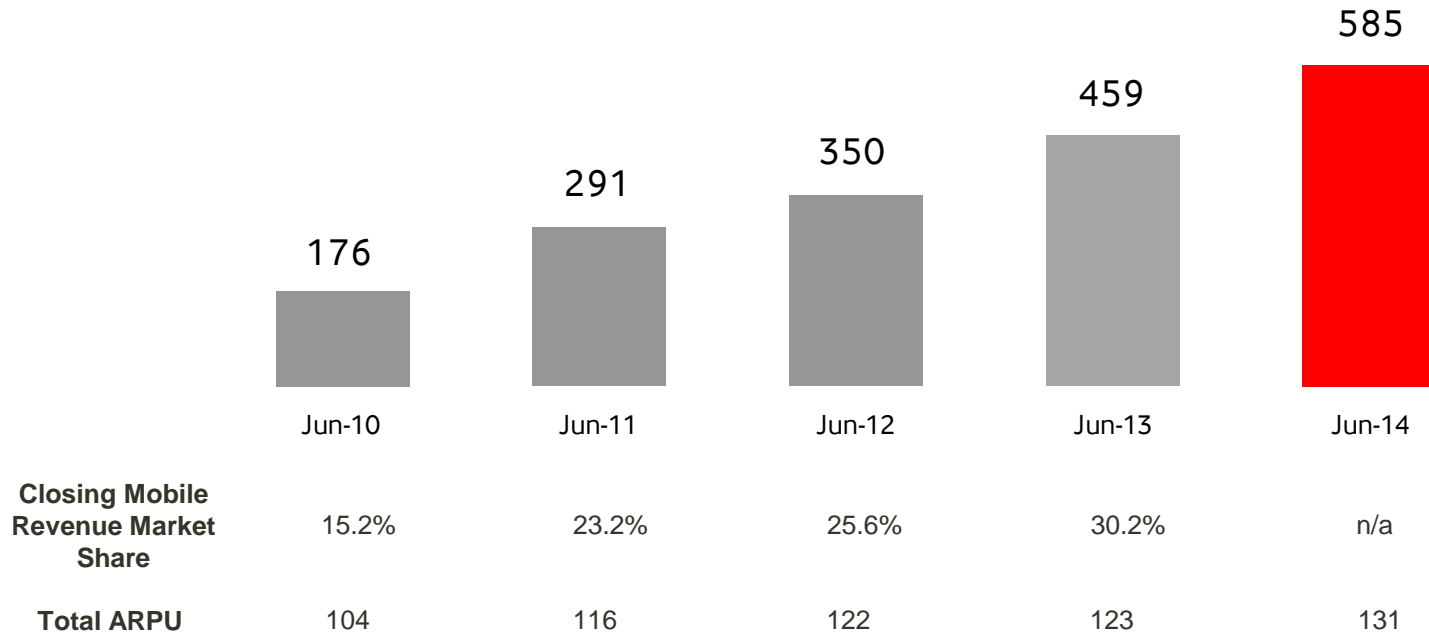
# Mobile Customers ('000s)



- **18% growth** in Customers (YoY) – 208k customers added
  - 12% increase in population
- **Strong Postpaid** performance YoY – 28% growth



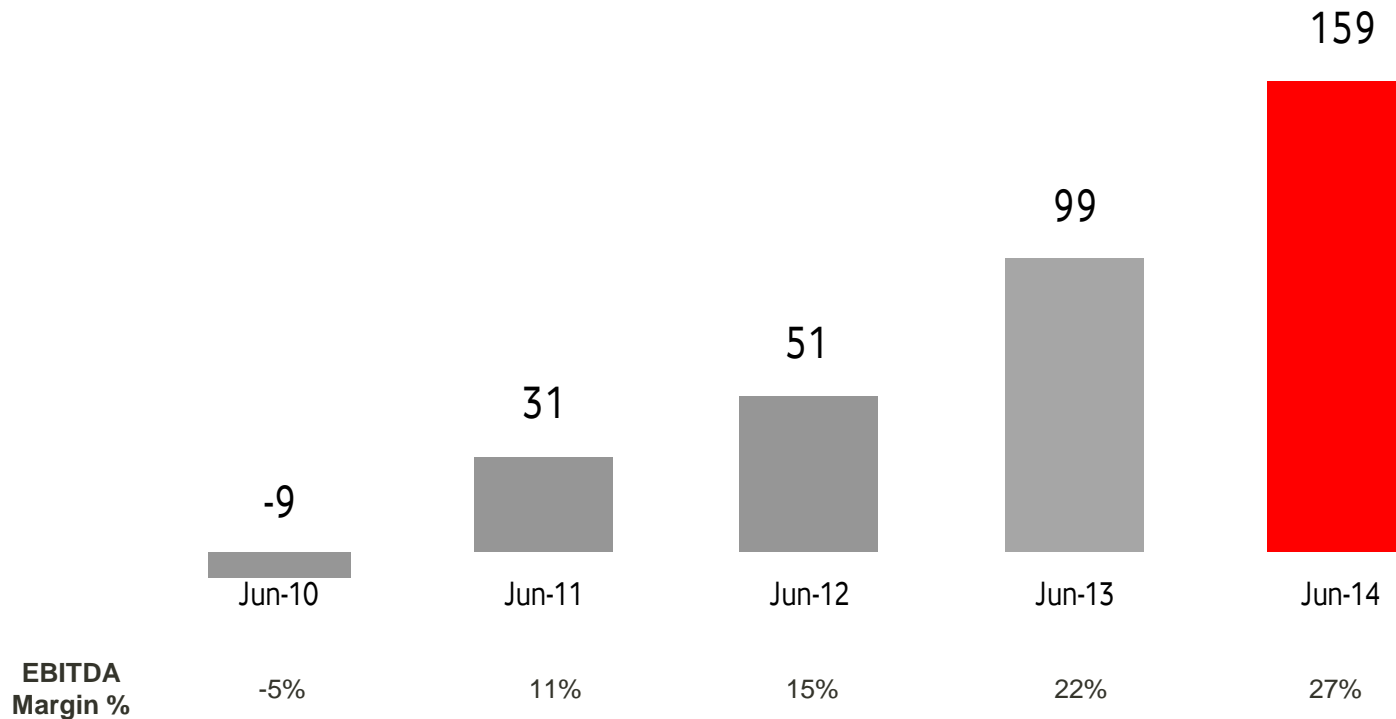
# Total Revenue (QR bn)



- **27% improvement YoY** – continued customer base growth and higher ARPU
- **ARPU improves 7%** (YoY) driven by increased contribution from Postpaid customers
- Postpaid revenues **contribute 18%** of Total Revenue



# EBITDA (QRm)

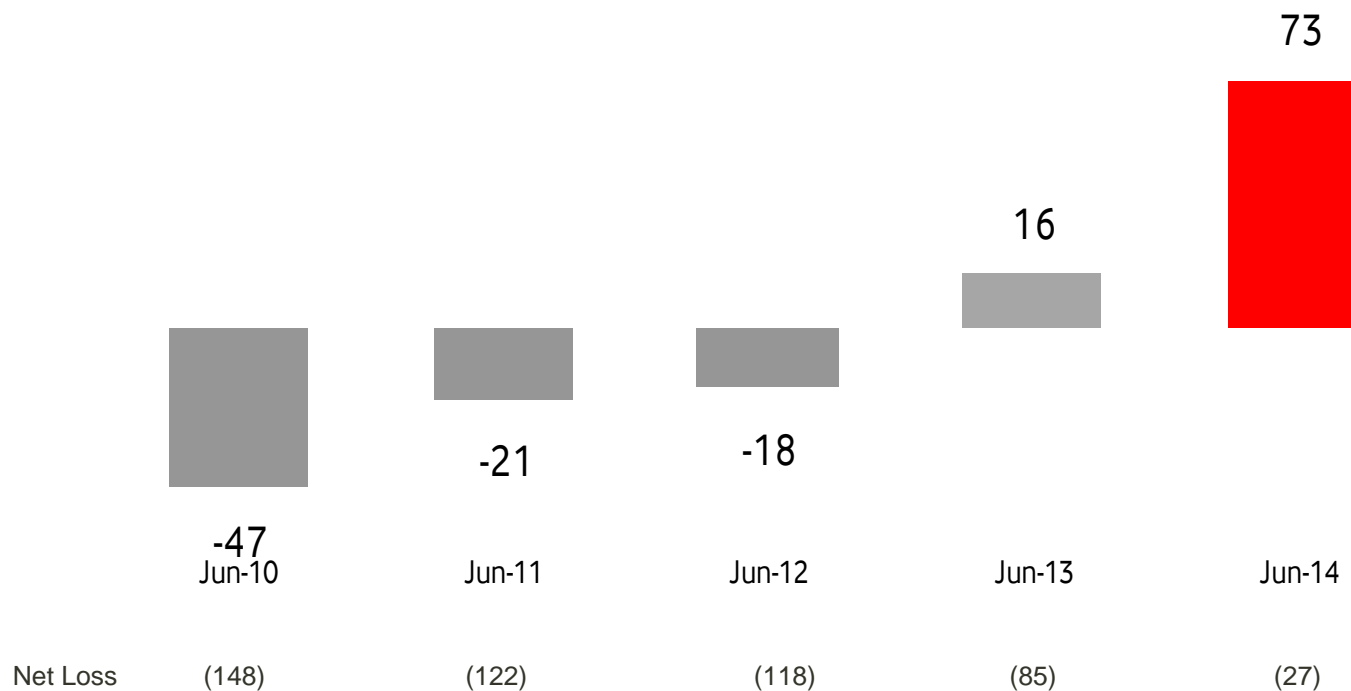


- **61% growth in EBITDA (YoY)** – benefiting from revenue increase and scale
- **EBITDA margin improvement** reflects better sales mix and scale benefits



# Distributable Profit (QRm)

Distributable Profit is defined as the net profit for financial year plus license amortization for that year.

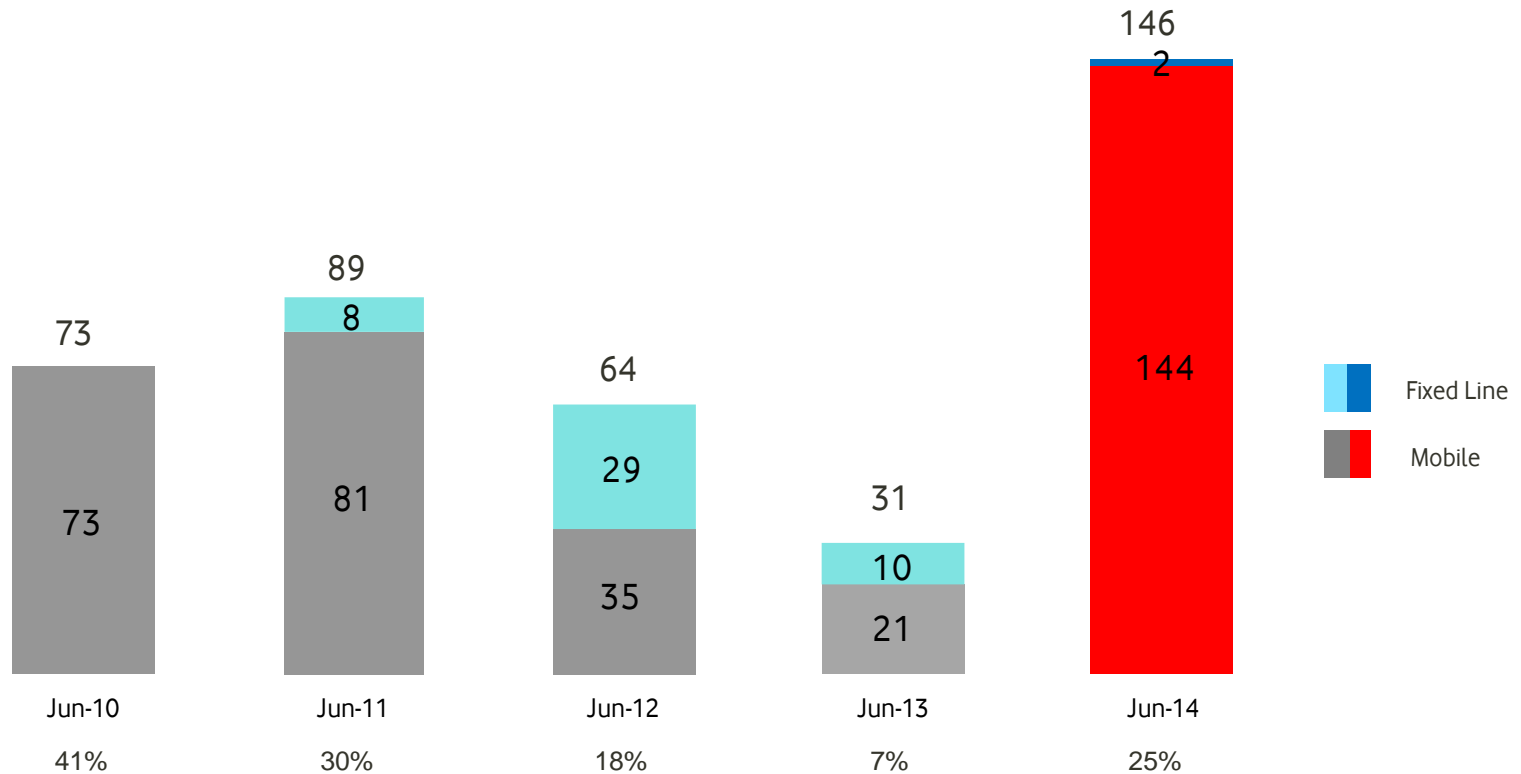


- **EBITDA drives strong** growth in Distributable Profit and 68% YoY **improvement** in Net Loss





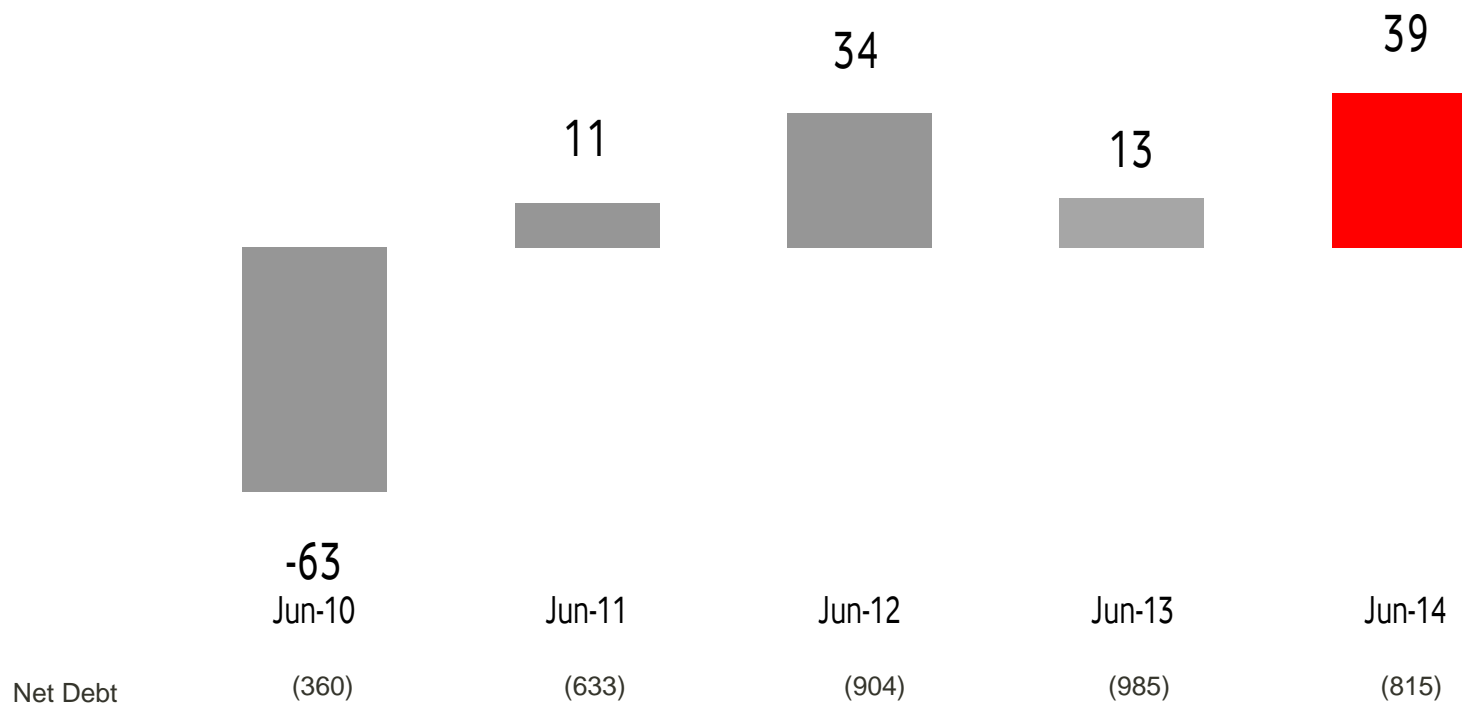
# Capitalised Fixed Asset Additions (QRm)



- Investments in network modernisation and transmission augmenting capacity for LTE
- Continued site roll-out, in particular for LTE expansion
- Further investment planned to improve coverage in Desert area, Doha and New Developments



# Free Cash Flow (QRm)



- **Reduction** in Net Debt despite dividend payment
  - Good working capital management
- Overall borrowing capacity of QR1.2bn





# Appendices

# Financial Summary

## Financial Performance

|                                   | 3 months to<br>Jun-09 | 3 months to<br>Jun-10 | 3 months to<br>Jun-11 | 3 months to<br>Jun-12 | 3 months to<br>Jun-13 | 3 months to<br>Jun-14 |
|-----------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                                   | QRm                   | QRm                   | QRm                   | QRm                   | QRm                   | QRm                   |
| Total Revenue                     | 3                     | 176                   | 291                   | 350                   | 459                   | 585                   |
| EBITDA                            | (73)                  | (9)                   | 31                    | 51                    | 99                    | 159                   |
| Net Loss                          | (152)                 | (148)                 | (122)                 | (118)                 | (85)                  | (27)                  |
| Distributable Profit              | (88)                  | (47)                  | (21)                  | (18)                  | 16                    | 73                    |
| Capitalised Fixed Asset Additions | 80                    | 73                    | 89                    | 64                    | 31                    | 146                   |
| Free Cash Flow                    | 11                    | (63)                  | 11                    | 34                    | 13                    | 39                    |
| Net Debt                          | 269                   | (360)                 | (633)                 | (904)                 | (985)                 | (815)                 |

## Key Performance Indicators (KPIs)

|  | Jun-09 | Jun-10 | Jun-11 | Jun-12 | Jun-13 | Jun-14 |
|--|--------|--------|--------|--------|--------|--------|
| Total Mobile Customers                   | 15     | 534    | 761    | 878    | 1,146  | 1,354  |
| Qatar's Population ('m)                  | 1609   | 1679   | 1625   | 1,722  | 1,916  | 2,152  |
| Qatar's Mobile Penetration               | 120%   | 160%   | 175%   | 174%   | 186%   | n/a    |
| Mobile Customer Market Share             | 0.8%   | 19.9%  | 26.8%  | 29.3%  | 32.2%  | n/a    |
| Mobile Revenue Market Share <sup>1</sup> | 0.3%   | 15.2%  | 23.2%  | 25.6%  | 30.2%  | n/a    |

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



# Contact Details

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